

# THE NATIONAL Provisioner

THE MAGAZINE OF THE

Volume 92

Meat Packing and Allied Industries

Number 25



JUNE 22, 1935

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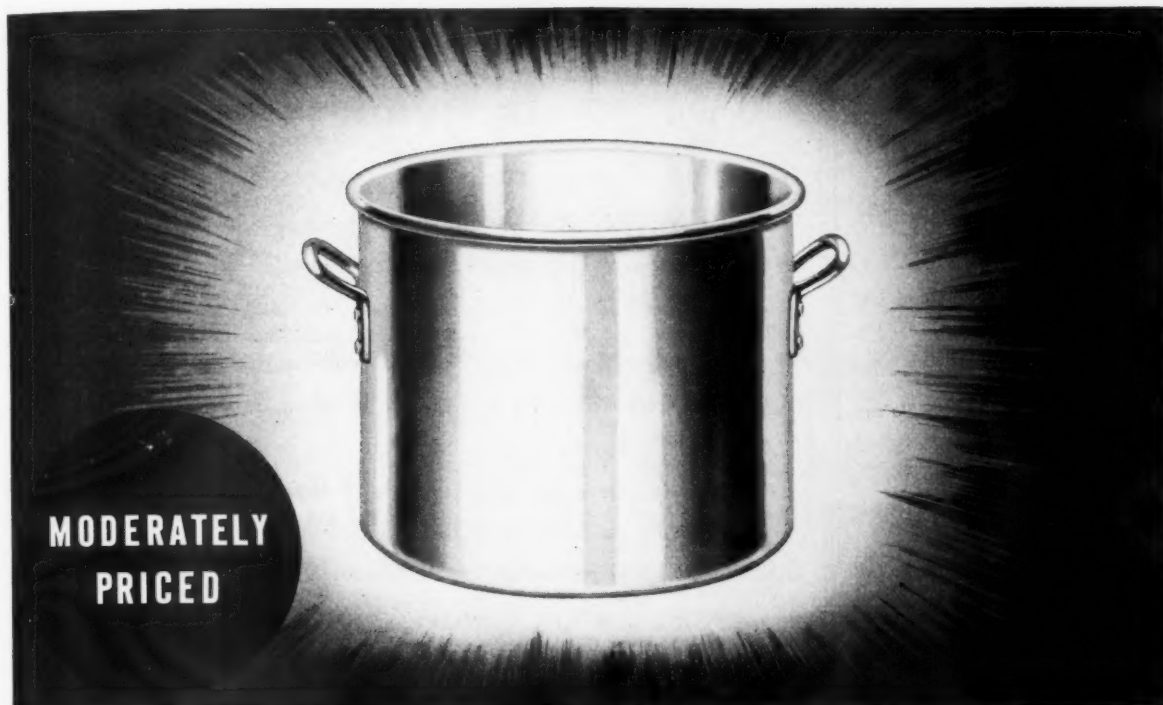
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# The National Provisioner

THE MAGAZINE OF THE

## Meat Packing and Allied Industries

Volume 92

JUNE 22, 1935

Number 25



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**PAUL I. ALDRICH**  
*President and Editor*

**E. O. H. CILLIS**  
*Vice Pres. and Treasurer*

**FRANK N. DAVIS**  
*Vice Pres. and Mgr. Adv. Sales*

**Executive and Editorial  
Offices**  
407 South Dearborn Street,  
Chicago, Illinois

**Eastern Office**  
300 Madison Avenue,  
New York, N. Y.

**ANDREW H. PHELPS**  
*Manager*

**Pacific Coast Office**  
1031 So. Broadway,  
Los Angeles, Calif.

**NORMAN C. NOURSE**  
*Manager*

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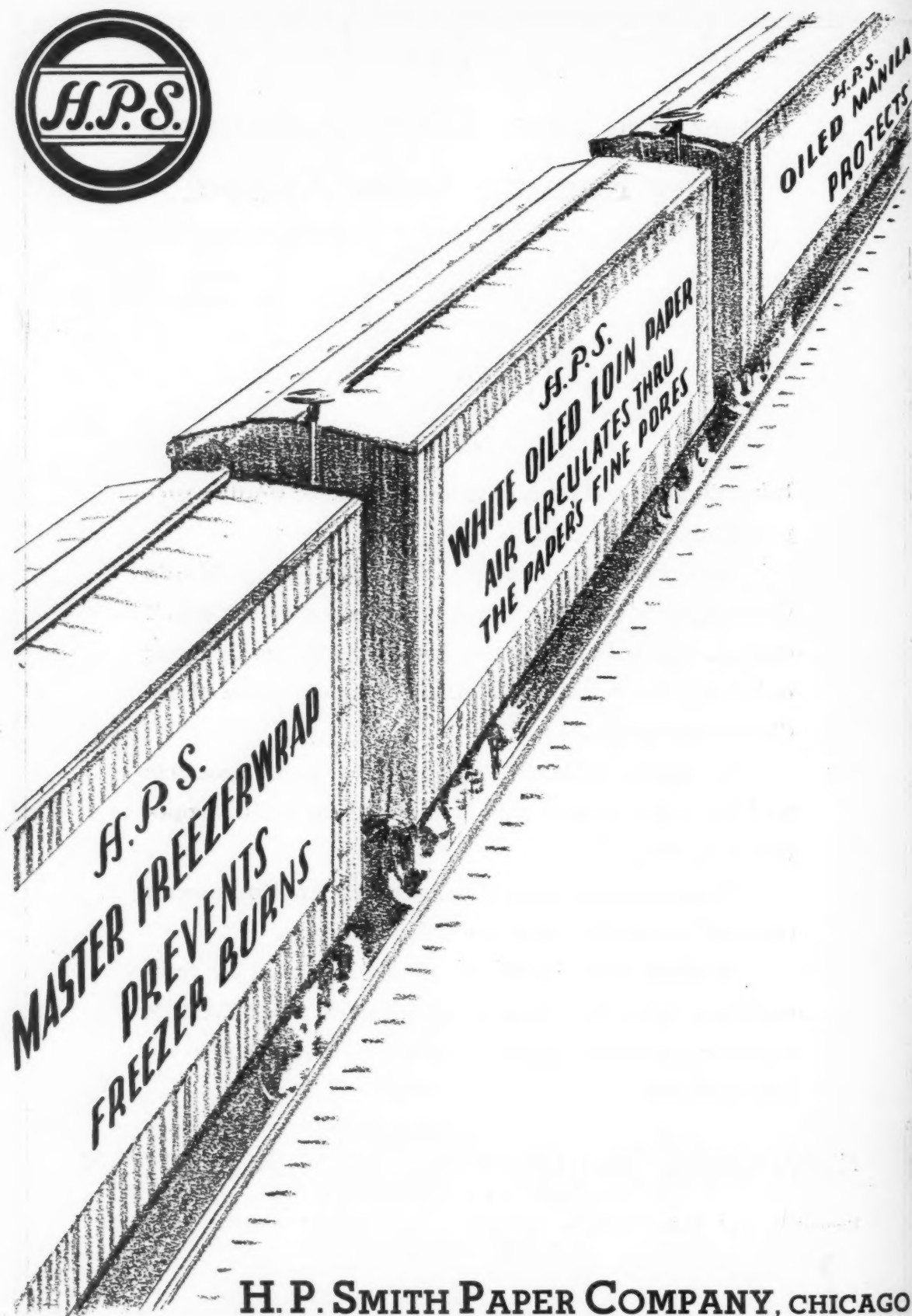
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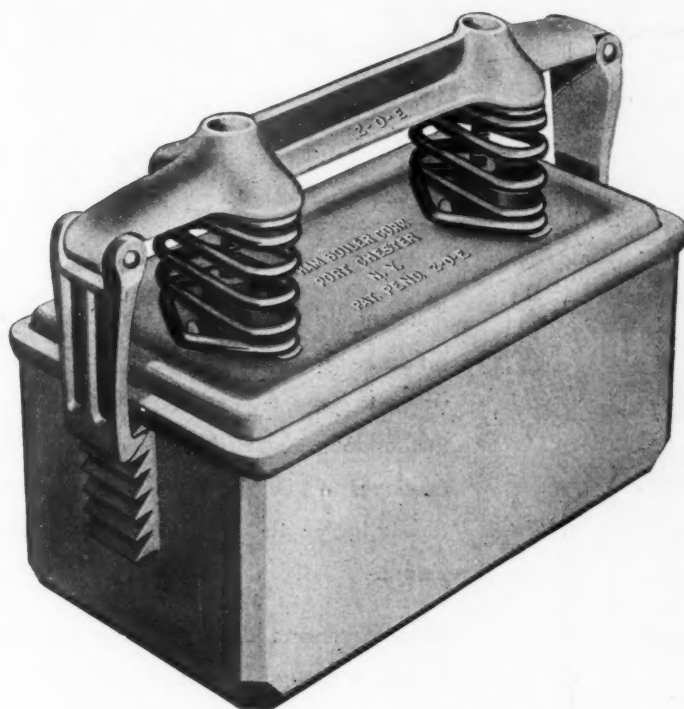
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# THE NATIONAL Provisioner

Volume 92

THE MAGAZINE OF THE

Number 25

Meat Packing and Allied Industries

JUNE 22, 1935

## AN AWAKENING PACKER

Another Packer Daily Scenario

SCENE 2. TIME: 8:30 a.m.

PLACE: Any Packer's Office

**AUTHOR'S NOTE**—Today's conference on the pork business indicates the President has given up hope for a change in the pork situation. So he and the Sales Manager intend to find out what is wrong with their own business, and to "clean their own house."

**President:** Fred, I have been thinking over what we accomplish by these morning meetings. We spend a lot of time talking over the high cost of hogs, cutting losses, competitors' selling prices and different matters that are "over the dam." But we don't seem to do anything to change conditions in our own business.

I have made up my mind that if we get out of the hole we are going to have to pull ourselves out.

You and I have read the different discussions in THE NATIONAL PROVISIONER Packers' Forum. They have brought out forcibly many unsatisfactory features of the pork business that can and should be remedied.

### Setting An Example

So far as our company is concerned, we are going to make an earnest effort to correct them, as I am convinced that waiting for the other fellow to improve matters won't get our company anywhere. We are going to "clean our own house." Perhaps if we set an example of this sort others may follow.

● President and Sales Manager of "Any Packer & Co." Decide to Do Something

**Sales Manager:** I have been thinking along the same lines. All this talk of high cost of hogs, processing taxes, increased expenses, etc., gets us into a frame of mind that causes us to feel we can't do anything to better our own situation. I am ready to turn over a new leaf, take off my coat, and pitch in to improve our own results.

**President:** I am glad to know you feel the same as I do about these matters. Between us I am sure we can accomplish a lot.

### Too Slow a Turn Over

The first discussion in THE NATIONAL PROVISIONER Forum emphasized the relatively greater losses sustained on a declining market than gains on a rising market. We have been too optimistic about inventory advances, and have relied too much on inventory gains for our profits. Consequently we may have carried too large inventories and have had too slow a turn-over, overlooking how quickly inventory profits disappear on a declining market.

From now on we will regulate our put-down of product into cure much closer, and try to sell the product as quickly as possible.

**Sales Manager:** If we follow out that plan, it should help our business, as our products will give better satisfaction, and we won't have over-



THE BOSS GETS BUSY.

cured product to sell at reduced prices. Also, we should be able to avoid a lot of freezing and back-packing expense.

### Killing Floor Losses

**President:** This leads us to a very important feature of the business — and that is hog cut-out values. We have to pay the market for hogs, but we should not slaughter any more hogs than we require for our regular trade. I have an idea that on the hogs we do slaughter we can materially improve the cut-out values by closer following of our hog slaughtering and cutting, and better supervision of our selling.

**Sales Manager:** What do you mean by closer following of our hog slaughtering and cutting, and better supervision of our selling?

**President:** By closer following of our hog slaughtering and cutting I mean exactly what I say. I propose to know that after we receive the live hogs they will be handled with the utmost care to avoid bruising or crippling in our pens, chutes and shackling pen, that they are shackled properly, and that all slaughtering operations are done properly.

I was on the killing floor yesterday morning and saw hogs poorly headed, careless work in cutting out bruises, poor splitting resulting in No. 2 pork loins, giblet meat torn off some loins in pulling the leaf, a number of the hams faced too high. All of these result in inexcusable and avoidable losses.

*I am going on the killing floor every morning until we get the killing operations lined up.*

**Sales Manager:** What reasons did the superintendent and killing foreman give you for so many matters being out of line?

**President:** They didn't give me any satisfactory reasons. In fact, I didn't give them very much of a chance to tell me why matters were out of line. I was too busy telling them what I expected and intended to have from now on.

*This afternoon I am going to spend on the cutting floor, and at our next meeting I will tell you what I found out of line there and what I am doing to improve our cutting.*

**Sales Manager:** If we stop avoidable losses in the handling of our live hogs, and in our killing and cutting operations, that should improve our cut-out values.

### Better Sales Supervision

**President:** Now I will tell you what I mean by better supervision of our selling.

I think we have a conscientious crew of salesmen, who no doubt believe they are doing the best they can. Both you and I think we get top prices for our products. However, it may possibly turn out that we are placing too much reliance on reports of competitors' selling prices, consequently we may be selling some of our products cheaper than necessary.

Tomorrow morning I wish you would bring in with you a couple of days' sales tickets, which we will go over together and find out just how much shading is being done and what the shading is costing us. Then you and I are going to get some first-hand information about our selling that we cannot get at our desks, but which we can get by calling upon the trade.

It is quite possible we may have our eyes opened. In any event, I am sure we will get a lot of valuable information. What do you think of this plan?

**Sales Manager:** Surely it will be beneficial. Anyway, it can't be harmful, and we certainly will be closer to the business.

**President:** All right, Fred. Talk is cheap. The "proof of the pudding is the eating." Let's follow through; otherwise the program we discussed today won't do any good.

**Sales Manager:** I am with you, Chief, 100% on this program. I feel sure, if you and I set a pace, our entire organization will soon catch the spirit.

Scene 3 of this Scenario next week.

## Keep Close Check on Plant Operations

AT this time, when prices of meats and by-products are high, it will pay many packers to check processing and manufacturing operations closely, to make sure there is no unnecessary waste, and that no sources of profit are being overlooked.

*Losses can be prevented only when the executive is continually on the job to prevent them. Workers and foremen easily can get into bad habits unless they are reminded continually that the highest processing efficiency is expected.*

The packer can't always control prices at which products are sold. But he can see to it that the greatest possi-

ble yields and revenue are obtained, and this is not unduly reduced through preventable losses or inefficient practices in processing and manufacturing departments.

**Pork Cutting.**—In the cutting room, for example, failure to keep close track of markets, and to cut hogs so as to secure the greatest yield of higher priced cuts, may result in losses that amount to a considerable sum in the course of a year.

Fat that goes to the tank, and which just as easily could have been left on cuts, is but one example of the manner in which money may be lost in the cutting room. A few ounces of

meat on a lower-priced cut, that should have remained on a higher-priced one, is another.

**Bones.**—Steamed bone meal and raw bone meal are worth about \$30 per ton in carlots. Which is the cheaper to make under the particular conditions existing? There is a loss if that one is being produced that costs the most to make. The packer who puts hard bones through the tank gets \$30 per ton for them. Manufacturing bones are worth somewhere in the neighborhood of \$40 to \$80 per ton. Here is another opportunity to increase revenue.

**Pig Skins.**—Few packers save pig-

(Continued on page 17.)

# Packer's New Beef Grading Plan

System for Grading All Dressed Beef in Four Classes Will Be Given Practical Demonstration

A DEMONSTRATION of the beef grading system sponsored by the Institute of American Meat Packers will be held in the beef coolers of Armour and Company, Chicago, at 9:30 a.m., Friday, June 28, under auspices of the Institute's Committee on Marketing Methods (Beef), of which F. A. Benson of Armour and Company is chairman.

Following a meeting to explain the principles of the grading system to any who may be unfamiliar with it, those attending the demonstration will be divided into groups of convenient size, and an experienced beef grader will be assigned to each group to explain the various grades in detail, and to answer any questions that may be raised. After the demonstration visitors will be given an invitation to visit beef coolers of other packers in Chicago using the Institute's grading system.

The system was first recommended to the industry by the Committee on Marketing Methods (Beef) in 1930, and was formally adopted by the executive committee of the Institute in October of that year. It has been revised from time to time in the light of the past four years' experience, and is now considered to be both practical and helpful as a means of definitely designating the quality, conformation and finish of carcass beef. It has already been put in practice by packers who sell more than two-thirds of the commercial beef in the United States, and has been used in some instances by United States government purchasing agencies in their specification lists accompanying bid requests.

## How Beef Is Graded

The system consists of grading all dressed beef into the four classes—steers, heifers, bulls and stags and cows—and divides each class into ten groupings, according to conformation, finish and quality. Conformation includes the general build and outline of the carcass as a whole, and of each part of the carcass. Finish denotes color, amount, character and distribution of fat. Quality includes color, texture and marbling of meat, and color and character of bones, particularly chine bones.

Within each class the ten grades of beef are numbered from 0 to 9, with low numbers indicating the better grades. Companies using the system may prefix a name, letter or number to these grade numbers as a designation of company or class; but the final number always indicates the grade. Thus, if D represents a certain company, and 2 is chosen to denote steers, the com-

pany could quote its best grade of steers as D20 or quote its fifth grade as D24.

It is recognized, of course, that no two carcasses will be exactly alike. There will always be a small spread in value within each grade, and the spread will fluctuate according to the season of the year, usually being widest in October and November and narrowest in April and May. Essential spread between a high grade and a low one, however, will remain practically the same throughout the year regardless of the season.

"The plan during its years of trial has demonstrated," says the Institute's committee, "that these uniform grades are becoming known and recognized not only by the packing industry as a whole, but also by wholesalers, retailers and by such consumers as may be sufficiently interested to study the subject."

## Grades Becoming Recognized

"Since this system has been in vogue," adds the committee, "it has become increasingly apparent that livestock can be graded in terms of the beef they produce, as designated by this plan. A packer who has a customer for a given quantity of a certain grade of beef is thus enabled to tell his buyers, 'Get me two cars of No. 2 beef,' and to know he is going to get just what he needs. The system should also prove a boon to the producer, and a

good will factor with the public, through emphasizing the competition of buyers who know just what they need and want."

The demonstration is being staged by request of various members of the Institute, following a recent announcement of the detailed recommendations of the Committee on Marketing Methods (Beef). The demonstration will be open to non-members of the Institute, and they as well as all members interested are invited to attend.

Members of the Committee on Marketing Methods (Beef) are F. A. Benson, chairman, Armour and Company; David W. Allerdice, Kingan and Company; William Diesing, Cudahy Packing Co.; S. B. Dietrich, Hunter Packing Co.; V. A. Gibbs, John Morrell and Co.; C. R. Hood, Wilson and Co.; L. S. Joseph, Hygrade Food Products Corp.; Louis W. Kahn, E. Kahn's Sons Co.; Ray S. Paul, Rath Packing Co.; W. F. Price, Jacob Dold Packing Co.; Paul C. Smith, Swift and Co., and John Taufer, Oscar Mayer and Co. The committee is serviced by the Institute's Department of Livestock of which H. R. Davison is director.

Details of the grading system are contained in a booklet, "Standard Beef Grading System," which may be obtained without charge from the office of the Institute of American Meat Packers at 59 East Van Buren st., Chicago.



STUDYING PACKERS' BEEF GRADES.

Packers who want to grade their beef to establish its standing with retail trade and consumers can learn about the new grading system worked out by a committee of the Institute of American Meat Packers at a demonstration at the Chicago plant of Armour and Company on June 28.



# Saving Money in Meat Plant

## Packer Cuts Cost by Bringing Chilling and Curing Capacity in Line with Slaughtering

**W**HEN the meat packer spends money these days for new buildings and equipment he does it to save money.

Plant expansion and equipment replacement are no longer governed by the race for volume. With volume less and margins narrowing, economy is the rule. And the packer sometimes finds that plant and equipment rehabilitation are wise economy. This is why the meat packing industry has done more building and re-equipment in the past year than other industries.

There is a growing appreciation of the fact that profitable operation of a meat packing business—whether on a volume or margin basis—now depends on efficient plant operation and good merchandising. This, and the difficulty of showing profit with a smaller production due to reduced livestock supply have been factors influencing packers to put their business on the soundest possible foundation at a time when building and rehabilitation costs are low.

### Plans to Save Costs

Much of this new construction and rehabilitation is of considerable interest to the practical packinghouse man because of the manner in which it has been designed or located to shorten steps between operations, to coordinate manufacturing and processing operations, or to keep maintenance and repair costs at a minimum, simplify routine or improve quality of product.

Typical of the thought given to design, planning and construction of meat plant buildings is the new construction at the plant of the East Tennessee Packing Company, Knoxville, Tenn.

### Putting Departments in Balance

This plant has enjoyed a steady increase in volume for many years, and has enlarged its plant from time to time as the needs required. As sometimes results under such circumstances, a situation finally was reached in which departments got out of balance with one another, and were in need of coordination.

The latest construction work, therefore, in addition to doubling the capacity of the plant by bringing chilling, cutting and curing capacities in line with killing, was planned to secure better coordination between departments, simplify operations—particularly interdepartmental transportation of product—secure better processing and manufacturing efficiencies and reduce costs.

Included in the work, and requiring the largest investment, is a cooler building housing curing departments, coolers and freezer and an up-to-date hog cutting room.

In addition, other buildings of the plant were remodeled. A story was added to the smokehouses, increasing their capacity 60 per cent. A one-story addition also was built over the garage,



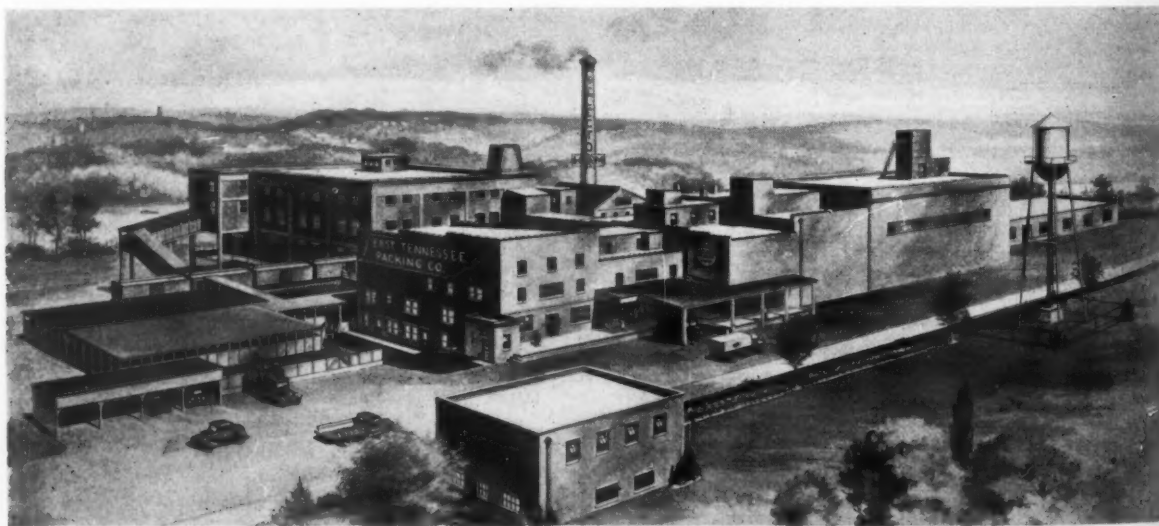
**MODERN BEEF SALES COOLER.**

This room, located on the first floor of the new cooler building, has a capacity of 400 beef carcasses and 200 head of small stock. A unit cooler furnishes the refrigeration.

which has been fitted up with complete facilities for the employees, including dressing rooms, sanitary lockers, shower baths, etc. Capacity of livestock pens was increased to 2,000 hogs and 500 cattle.

### Handling Costs Are Reduced

Added processing facilities secured in the new cooler building have increased the plant's capacity by 1,500 hogs, 500 cattle and 1,000 head of small



**NEW ADDITIONS DOUBLE CAPACITY OF PLANT OF EAST TENNESSEE PACKING CO.**

Cooler building, shown behind water tower, was the largest unit in the recent new construction work. One story was added to smokehouses, increasing their capacity 60 per cent. One story was added to the garage and fitted with complete convenience facilities for the employees. Capacity of stock pens was increased to 2,000 hogs and 500 cattle.



stock weekly. This building has been located advantageously in respect to killing, processing and manufacturing departments, so that handling carcasses and cuts into coolers, and from these to cutting and curing departments and to shipping cooler, is done over ramps or by conveyors and chutes with a minimum of time and labor.

The new cooler building, three stories and basement, 75 by 100 ft. in size, contains some interesting details of design. Among these are tile walls in hog cutting room and beef coolers; brick floors in those departments where they are an advantage; thermostatically controlled unit cooler refrigeration; chutes for transporting product; cold storage windows in refrigerated processing rooms to provide natural light and cut down the rate of heat transfer, and an elevator connection with the roof.

Sweet pickle curing is done in the basement. This department, with a capacity of 600,000 lbs., is planned for curing in tierces, doubled decked. An elevator connects this department with the roof, providing an easy method of moving the heavy curing tierces to the open air for sunning.

#### Arranged for Efficiency

Beef sales cooler, general shipping cooler, beef shipping cooler and pork holding room are located on the first floor. Beef sales cooler has a capacity of 400 carcasses and 200 head of small stock. Pork holding room has a capacity of 30,000 lbs.

On the second floor is housed the dry salt curing cellar, with a capacity of one million pounds, and pork grading room. All cuts come to these departments and curing cellar through stainless steel chutes from third floor.

Beef boning and pork cutting are done on the third and top floors. Pork cutting room has a capacity of 300 hogs per hour, and is equipped with the latest appliances for speedy and accurate work, including power-operated tools and a conveyor cutting table. Two warm beef coolers are on the top floor.

#### Unit Coolers Are Used

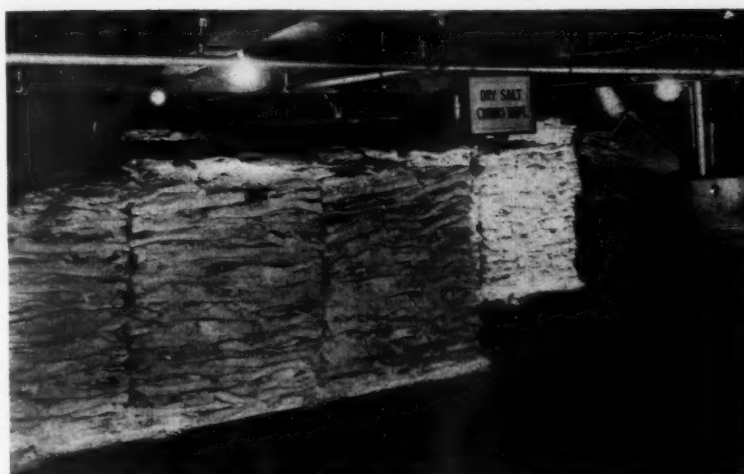
Refrigeration is by direct expansion coils and unit coolers, except in the warm beef coolers, where brine spray decks are used. Unit coolers are installed in the pork cutting room, beef sales cooler and general shipping cooler. In the beef sales cooler an equal distribution of air to all portions of the room is secured by means of a duct system between the rails through which cold air from unit cooler is blown.

In curing cellar and dry salt meat cooler, direct expansion coils have been placed on the ceiling. In the pork grading room coils are placed on side walls.

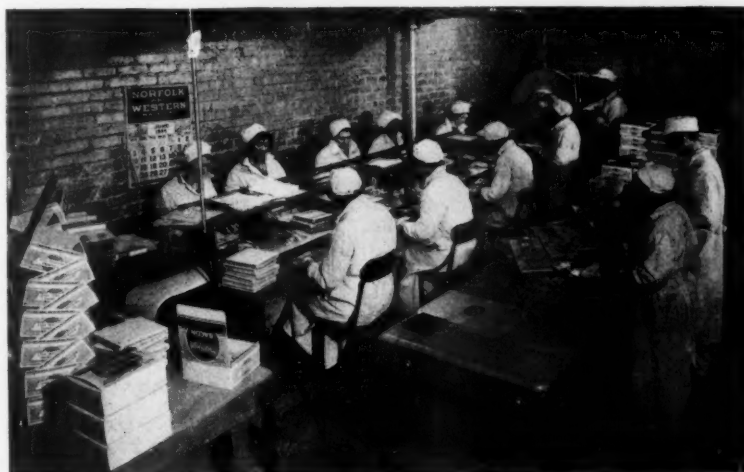
The building is of brick, concrete and steel construction designed by H. Peter Henschien, Chicago.



COMPACT AND EFFICIENT PORK CUTTING ROOM.



DRY SALT CELLAR WITH A MILLION POUNDS CAPACITY.



LARGE BACON SLICING CAPACITY IN SMALL SPACE.

Output of the plant is distributed in refrigerated cars and insulated trucks.

Executives of the East Tennessee Packing Company are D. G. Madden,

president and general manager; Charles S. Simms, sales manager; John Burmaster, superintendent; John Brodine, master mechanic.

## AAA Amendments Pass

**C**OMPLETE with processing tax safeguards—but with the meat industry exempted from regulatory provisions—the AAA amendments were shot through the House on June 18.

### "Nail Down" Processing Taxes

The bill contains an attempt to "nail down" processing taxes. No suits or proceedings could be maintained or judgment entered by any court for refund of any amount of processing tax assessed paid, collected or accrued before passage of the amendment. No refund would be made unless following final judgment or decree made before adoption of the amendment.

The processing tax was also defined as an excise tax, to be paid into the treasury for general use. This amendment would make the processing tax a levy for the general welfare, instead of for the benefit of a specific class. These are both attempts to evade a possible Supreme Court decision on the constitutionality of the law.

As a possible aid to maintaining present processing tax levels the bill re-defines parity prices, so as to include increases in tax and interest payments in the computations for determining parity.

### Additions to AAA Program

According to the official report, the bill proposes to supplement the AAA program as follows:

By establishing definite standards for the Secretary in exercising his powers.

By providing for the ever-normal granary plan.

President is given power to limit importation of any products if he believes importation is interfering with the AAA program. In addition to setting limits the President may impose compensating taxes, so that entry of products will not interfere with program.

"Orders"—the new form of licensing—may be issued by the Secretary for marketing agreements applicable to those engaged in the handling of milk, fruits, nuts, tobacco, vegetables and naval stores. Under the previous act there was no restriction upon number or type of agricultural commodities concerning which licenses could be issued.

Payments may be made in connection with exportation of basic agricultural commodities and products, and for removal of quantities of these from normal channels of trade. Funds in addition to and apart from AAA funds would be used for exportation of major agricultural commodities and products.

## PASS LABOR RELATIONS BILL

Wagner-Connery labor relations bill, now in conference after passage by the House and Senate in slightly differing forms, may affect relations between meat packing companies and their em-

ployees. The measure is a part of the New Deal program. It provides:

Setting up a permanent labor relations board of three members as an independent agency. The board is authorized to supervise elections, conduct hearings and issue cease and desist orders for "unfair labor practices" which are enforceable by the courts.

Representatives selected by a majority of a unit of employees for collective bargaining shall have exclusive right to negotiate with employer. This board may determine appropriate unit for collective bargaining, whether by plant, craft, etc.

It is an "unfair labor practice" under this bill for employers to restrain, coerce or interfere with employees in their organization for collective bargaining. It is also an unfair labor practice for employers to "dominate" or contribute financially to any labor organization. It is also an unfair labor practice to encourage or discourage membership in any labor organization for purpose of making closed shop agreements.

A fine of \$5,000, or a year in prison, for anyone interfering with agents of the board, such as refusing access to books or records.

## TAX INDUSTRY FOR PENSIONS

Two new forms of taxes were added to those to be paid by the meat industry by the passage of the administration-sponsored social security bill by the U. S. Senate. It had already been approved in somewhat different form by the House.

Private pension systems, of which a number exist in the industry, would be exempted from the federal old age annuity plan in the Senate version of the bill. This exemption may be eliminated in conference, however.

Levies on industrial payrolls and like contributions from employees will supply funds to provide "social security." Packing companies, if none were exempted, would pay 1 per cent of payrolls, or about \$1,120,000 additional taxes in 1936 as their contribution for unemployment insurance. In 1937, the first collection year for the old age annuity plan, the packers' tax bill for social security would be \$3,360,000. By 1949 the industry would be paying out \$6,720,000 annually. Employees would pay a like amount.

Tax rates for unemployment insurance would be 1 per cent of individual packers' 1936 payrolls, rising to 2 per cent in 1937 and to the maximum of 3 per cent in 1938. In addition there is a tax for the old age benefit portion of the bill which would begin at 1 per cent of 1937 payrolls and rise to the maximum of 3 per cent in 1949.

State unemployment insurance systems approved by the federal government would be encouraged and sustained by means of a 90 per cent credit to employers for state taxes paid.

## More Packers' Tax Suits

**T**HE growing wave of packers' contests against the hog-processing tax was swelled this week by seven suits filed in federal courts of the East and Middle West. More packers were considering such action, believing that past-due taxes might be saved if the tax is held unconstitutional, even though taxes already paid might not be recovered.

R. S. Sinclair, president, Kingan & Co., Indianapolis, Ind., one of the firms filing suit, voiced a belief common in the industry when he stated that his company was forced to take court action "to protect our business in the event that the AAA should be declared unconstitutional in cases already brought, and in the event that similar decisions should be made in any other cases that may be brought."

Other firms which have filed suits for injunctions to restrain collection of the tax are Heil Packing Co., St. Louis, Mo., Milner Provision Co., Frankfort, Ind., and Oswald & Hess Co., North Side Packing Co. and Frank J. Kuhn Co., Pittsburgh, Pa. Several other petitions are to be filed in the Pittsburgh area within a short time.

Tobin Packing Co., Fort Dodge, Ia., also filed suit this week asking for an injunction to restrain collection of the processing tax.

### Points Made by Kingan

Four points of unconstitutionality in the AAA act were cited by Kingan & Co. in its suit. These were that it takes property without due process of law, was not adopted under any power granted Congress by the constitution, is an arbitrary exaction for the benefit of certain farmers—being a gratuity instead of a tax—and that the act had no right to grant legislative power to the Secretary of Agriculture.

A temporary restraining order was issued against the collector of internal revenue in the suit of F. G. Vogt & Sons, Philadelphia, Pa., by the federal court, which will hear the company's petition on June 21. One of the arguments used by the Vogt company in pressing its plea for the need of immediate relief was that the remedy of a suit at law to recover a tax was not available to it.

### Equity Relief Demanded

The company declared its belief that the government will nullify a final judgment in its favor by refusing to make necessary appropriation. The company also plead that threat of an AAA amendment outlawing suits for recovery made availability of a legal remedy so doubtful and uncertain as to require equitable relief.

The federal judge issuing the temporary injunction recognized the argument, stating as one of the reasons for granting the order, "because, as alleged in the said bill, it is now threatened with the deprivation of its right to institute such suit."

# Pork Packer and Processing Tax

Eastern Packer Outlines a Situation Which Threatens  
Welfare of a Large Group in the Industry

By WM. F. SCHLUDERBERG

**E**FFECT on many meat packers of the continuance of the maximum hog processing tax under the Agricultural Adjustment Act and the AAA crop reduction program is a matter of vital importance to such packers at this time.

The situation becomes more critical every day. There is no indication that the government intends to remove or lower the tax. In fact, pending AAA amendments indicate an intention to prevent packers from claiming a refund, either upon a reduction of the tax or a court decision as to its constitutionality. This undoubtedly would put many efficient packers out of business.

It is time that the facts were clearly known, both to those who make our laws and to those within the industry who are affected by them. I am therefore repeating here what I have recently submitted to members of Congress from my state. Although I have drawn the picture as it relates to Eastern packers, I believe it is of interest also to all those in the industry who come under the effect of the law and the tax.

## Effect of AAA Program

It is not too much to say that the present situation in the meat packing industry is resulting in sucking the life-blood from smaller packers like the Eastern packers. Beginning of the trouble goes back to the AAA reduction program, which was initiated in 1933. Processing taxes established on slaughter-hog supply were used progressively to reduce such supply. The unprecedented drought in the Middle West re-enforced the effect of artificial reduction, and extended it to embrace cattle in tremendous natural reduction effect.

Reduction and drought-relief slaughter brought about a curtailment in hog and cattle supply unequalled for many years. According to the U. S. Department of Agriculture, during 1934 cattle decreased 11.2 per cent, while hogs were reduced by 35.3 per cent to the smallest number in 50 years. At the same time consuming population is, of course, greater than ever before.

While all this reduction of supply was going on the price—or cost to packer and consumer—was going up for natural reasons. The new hog processing taxes (graded up to \$2.25 per 100 pounds of live weight of the hog for the greater part of the tax-term)

represent a large cost. And such added expense, as previously pointed out, was itself used to continue restriction of supply.

## Packer Can't Get the Price

The meat packing industry, therefore, is operating under conditions of greatly reduced supplies and necessarily higher prices. But, unfortunately, meat packing is above all a large volume and very small unit-profit business, with the extent of operations and employment directly related to volume. Even with necessarily reduced payroll decreased volume increased unit costs of operation.

In view of this fact, one would expect packers to obtain a sufficiently higher price. But did they? The answer is "No." Effective consumer resentment and resistance to higher prices prevented that.

The result was that for practically every packer in the country current pork operations have been carried on at a loss for many months. Recently the chairman of the board of the Institute of American Meat Packers stated that the reduction of 40 per cent in volume has made impossible the operation of packing plants on an economical basis. And just the other day we received quotations on green bellies from Denmark, f.o.b. New York, at 1½c less per pound than the Chicago price the same day plus freight to New York.

## Urge Removal of Tax

This is a sample of the destruction of the local market that is going on.

It is therefore no wonder that most packers are casting about for methods

(Continued on page 25.)

# To Protect Interests Eastern Meat Packers Organize

**E**ASTERN meat packers met at New York City on June 14 to consider the processing tax situation and other conditions which in their opinion demand united action to protect interests of the Eastern meat packer.

The meeting was held under the auspices of the Eastern Meat Packers' Association, an organization which has been in existence for several years, but which has confined its activities chiefly to internal relations. Joseph Kurdle, vice president Wm. Schluderberg-T. J. Kurdle Co., Baltimore, Md., presided as president of the association, with W. C. Codling, vice president Albany Packing Co., as secretary. There was a large attendance and a lively discussion.

Reports from the meeting state that it was the predominant feeling that this organization should become a more aggressive group in the interest of Eastern packers.

## Attitude Toward Some Packers

An example cited was the attitude of the AAA, in defending the processing tax, that Eastern packers were of necessity inefficient because of their remoteness from chief sources of livestock supply, adverse freight rates, etc. This argument, say the Eastern packers, has never been answered as a group.

A committee was appointed to formu-

late militant plans to make the Eastern Meat Packers' Association a more vigorous factor in promoting Eastern packer interests, since it was felt that the Eastern viewpoint had not hitherto been adequately represented. A resolution couched in these terms was unanimously adopted.

It was also resolved to increase the membership of the association to include all packers whose situation required such representation, and to organize an association staff to carry on the work. Another meeting will be held in the near future to hear reports on organization plans.

## Will Fight Processing Tax

Informal discussion on the processing tax situation followed, and individual packers announced their intention of bringing suits against the government to prevent collection of the processing tax or possible execution of government liens for non-payment of tax.

At about the same time suits were filed (as reported in the June 15 issue of THE NATIONAL PROVISIONER) by John J. Felin & Co., Inc., and F. G. Vogt & Sons Co., Philadelphia; Jacob Ulmer Packing Co., Pottsville, Pa.; Weiland Packing Co., Phoenixville, Pa.; Chester Packing & Provision Co., Chester, Pa., and A. C. Roberts, Kimberton, Pa. Other suits are now in preparation.



# Practical Points for the Trade



## Italian Meat Loaf

Fancy meat loaves, containing spaghetti or some types of green vegetables, are popular in some localities. An Eastern sausage manufacturer who has had demands for such products wants to know how to make them. He says:

Editor THE NATIONAL PROVISIONER:

We wish to make an Italian meat loaf that contains not only meat but also spaghetti and spinach. Can you tell us how to manufacture this specialty?

Italian or raviola loaf is an attractive product and may be sold as such or under a brand name. The following ingredients may be used:

- 50 lbs. of beef or veal
- 40 lbs. regular pork trimmings
- 10 lbs. fresh pork liver
- 10 loaves of stale bread with crusts removed
- 18 to 20 lbs. half cooked spaghetti
- 3 to 4 lbs. high grade soy bean flour or dry milk

The beef or veal should be cured and the pork should be fresh. Beef and bread should be chopped with 3 lbs. of onions and 1 oz. of garlic.

The following seasoning is used:

- 1½ lbs. salt
- 8 oz. sugar
- 7 oz. white pepper
- 3 oz. ground coriander
- 3 oz. ground celery
- 3 oz. nutmeg
- 6 oz. best grade paprika
- 1½ lbs. grated Roman cheese.

Liquid seasonings may be used or, where production is fairly large, ready mixed dry seasonings, such as are prepared by dry seasoning dealers, will assure convenience and uniformity.

After chopping the beef with the bread and onions add the pork trimmings and the liver. Chop as smooth as possible. Have the dough quite stiff when finished, so that it will make a nice solid loaf.

## Another Loaf Formula

Another method of making this loaf is to add a half bushel of half-cooked green spinach, well washed and chilled. Drain and press all the surplus moisture out of the spinach to prevent it from making the loaf too soft. The spinach should be cooked 6 or 7 minutes in boiling water with a teaspoonful of baking soda and a handful of salt to give it a bright green color.

When the spinach is used in this way it should be chopped with the beef and pork. Use of the spinach in raviola loaf is optional, although it adds much to the loaf.

Half a gallon of tomato puree also may be added to this meat or meat and

spinach mixture, which adds further to the flavor. If tomato puree is used it should be ice-cold and added to the beef while it is being chopped.

When the meat and seasoning and (if used) the spinach and tomato puree are put in the mixer, add the spaghetti, 1 to 2 cans of chopped pimientos (No. 3 size). If spinach is not added about 5 lbs. of cooked split green peas may be used. Some manufacturers add 7 to 9 lbs. of cube fat to this mixture also.

Line the molds with wet parchment paper, fill near to the top and fold the paper over. Keep out water, press the cover on and cook 3 to 3½ hours, according to size, at 160 to 165 degs. Fahr. Chill and place in the cooler until the following morning. Then remove from the mold, take off the paper and if desired dip in meat loaf glaze. As soon as this is hardened the loaves are ready for sale.

Why is the pork trimming department foreman so important? Because this is where cutting floor waste shows up. Read chapter 6 of "PORK PACKING," The National Provisioner's latest book.

## Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it shown green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 10c stamp.

The National Provisioner:  
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Sausage Spoilage."

Name .....

Street .....

City .....

Enclosed find a 10c stamp.

## Getting Smoke Flavor

An Eastern sausage manufacturer wishes to give a smoky flavor to some of the sausage he is making. He writes:

Editor THE NATIONAL PROVISIONER:

We want the meat used in some of our sausages to have a smoky flavor. How can we obtain this smoky taste?

Where a rich smoky flavor is desired in any sausage, it is an easy matter to get this flavor by keeping a quantity of smoked trimmings in the chill room. The best trimmings to smoke are medium trimmings, not too fat and not too lean. If they are smoked on screens at a moderate temperature for 1 hour and 15 minutes they will be about right. The trimmings should be spread out in a thin layer on the screen. Only a small stock of these trimmings should be kept on hand at a time. About 15 per cent of the meat mixture of a given sausage made up of these trimmings will give the smoked flavor desired.

Use of smoked trimmings is not uncommon where there is limited space in the smokehouse and the sausage can not be left long enough to get the necessary smoke flavor.

## IMPROVING SOFT LARD

A Western packer who renders all hog fats in open kettles is having trouble with soft lard and wants to know how to overcome it. He says:

Editor THE NATIONAL PROVISIONER:

Please advise if there is anything we can do to open-kettle-rendered lard to make it firm. We render our lard and run it through an agitator, but it becomes soft in warm weather.

If this packer rendered only leaf lard he probably would not have the trouble of which he complains, so it is assumed that all killing and cutting fats are rendered in the open kettle. Even in this case he might prevent soft lard if his agitator is water jacketed, and if the water used for cooling is low enough in temperature. However, even very cold water in jacket of agitator is not always a remedy for soft lard.

The sure cure for a condition of this kind is to purchase a lard roll and to put the plant's production of lard over it. These machines are made in a considerable range of sizes, so this packer should be able to purchase one with capacity in line with his production.

## MEATS FOR SMOKING

Proper preparation of meats before they go into the smokehouse is necessary for best results. Standard practices are reviewed in "PORK PACKING," The National Provisioner's latest book.



## SAVINGS IN THE PLANT

(Continued from page 10.)

skin strips, but they are worth about 7½c lb. Edible skins are worth about 5c lb. It has been a long time since the price of pig skins was as high as it is today, and in many plants it would pay to save them rather than to send them to the tank. In fact, at the present market such equipment as is required to handle pig skins properly soon could be paid for.

A fresh meat skinner is used to skin fresh and cured bellies and fresh cuts, such as necks, clear plates, etc. It may also be used for skinning fat backs in plants where the quantity of backs produced does not warrant installation of a fat back skinner. Where many fat backs are produced a fat back skinner is an advantage. Pig skins that are saved and put in proper condition by proper removal and fleshing have a cash value far in excess of their small yield in the tank.

**Blood.**—Blood is worth \$2.75 to \$2.85 per unit, a price high enough to justify a careful check to see that no ammonia is lost needlessly in processing. Should lungs and condemned livers go to the melter or the blood dryer, or should the attempt be made to find an outlet among dog food manufacturers for lungs? These are questions that can be answered after a check of methods, prices and cost of handling. And knowing the answers is important.

**Sausage.**—Constant vigilance in the sausage kitchen also pays big dividends. Are costs and yields in line, and is the necessary margin being received on sales? Many sausage manufacturers have discontinued the manufacture of the cheaper varieties of sausage and are using the meat in higher-priced product instead.

## MISLEADING DOG FOOD CLAIMS

Unfair practices in the sale of dog food in interstate commerce continue to receive the attention of the Federal Trade Commission. The latest case concerns a Chicago distributor who has been selling a food alleged to have been advertised as excellent for skin diseases and distemper, when in fact the stipulation (1391) says the product was not such a remedy.

This manufacturer has agreed to cease representing the product as a remedy for these diseases, and to stop distributing it without causing the containers in which it is packed to be distinctly marked "Made in Germany." According to the stipulation, the distributor imported the product from Germany but did not mark it so, with the result that customers were not informed it was of foreign origin.

When in need of expert packinghouse workers, watch the classified pages of THE NATIONAL PROVISIONER.

## Brands and Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER. Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

## TRADE MARK APPLICATIONS

**Doyle Packing Co.,** Los Angeles, Calif. For canned dog and cat food. Trade mark: Dog's head in circle. Claims use since July, 1929. Application serial No. 361,519.

**Deerfoot Farms Company,** Southborough, Mass. For sausages. Trade mark: PLUS PACK. Claims use since Nov. 7, 1934. Application serial No. 359,575.



**Collins-Dietz-Morris Co.,** Oklahoma City, Okla.—For canned goods—namely, pork and beans, catsup, sauces and dressings, soups, gelatine, condiments, etc. Trade mark: NEW STATE. Claims use since January, 1906. Application serial No. 361,726.

**Suffolk Oil Mill, Inc.,** Suffolk, Va. For cooking oil. Trade mark: SOMOLA. Claims use since July 15, 1934. Application serial No. 361,778.

**Abraham Krasne,** New York City. For canned meats. Trade mark: RECOVERY. Claims use since January 30, 1935. Application serial No. 362,475.

**Bolton-Smart Co.,** Boston, Mass. For bacon. Trade mark: BON MART. Claims use since March 5, 1935. Application serial No. 362,767.

**Bolton-Smart Co., Inc.,** For bacon. Trade mark: BSCO. Claims use since March 5, 1935. Application serial No. 362,769.

## TRADE MARKS GRANTED.

**Joseph Crosfields & Sons, Ltd.,** Warrington, Eng. For vegetable fats for food purposes. Trade mark: VEBO. Published February 26, 1935. No. 323,964.

**The Procter & Gamble Co.,** Cincinnati, Ohio. For shortening. Trade mark: VELDO. Published March 12, 1935. No. 324,562.

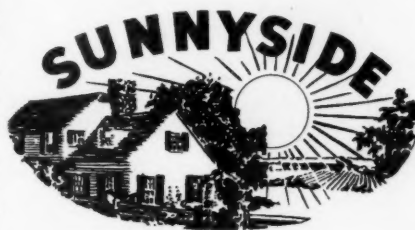
**Consolidated Rendering Co.,** Boston, Mass. For lard, oleo stearine, oleo stearine oils and animal shortening all for food purposes, gelatine, stearine made from edible fats and used as ingredient of shortening, meat products for food purposes—namely, cooked meat, whole or ground, to be used for poultry and stock food, bone products for food purposes—namely, cooked bone, whole or ground, to be used for poultry and stock food. Trade mark: CORENCO. Claims use since July, 1920. Application serial No. 359,213.



**The Cottage Creamery Co.,** Cleveland, Ohio. For oleomargarine. Trade mark: GOLDCROWN. Claims use since Mar. 5, 1935. Application serial No. 362,402.

**Consolidated By-Products Co.,** Philadelphia, Pa. For canned dog and cat food. Trade mark: CON-SOL. Claims use since May 10, 1934. Application serial No. 358,090.

**The Rath Packing Co.,** Waterloo, Ia. For bacon. Trade mark: SUNNYSIDE and rural scene. Claims use since June 8, 1934. Application serial No. 360,241.



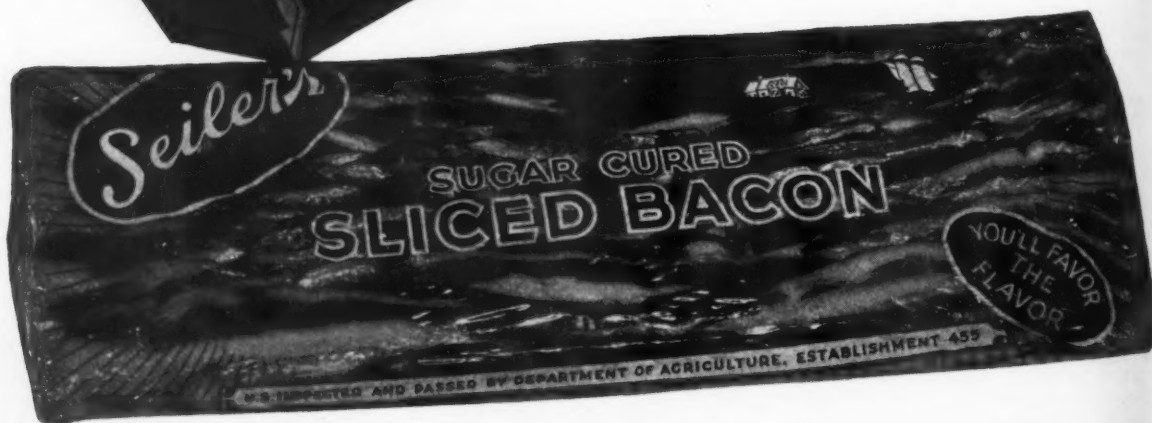
**Spring Hill Laboratories, Inc.,** Ashby, Mass. For dog and fur bearing animal foods. Trade mark: NUTRO. Claims use since December, 1931. Application serial No. 359,094.

**Republic Food Products Co.,** doing business as Clair & Co., Chicago, Ill. For canned food for dogs, cats and other carnivorous animals. Trade mark: DUKE. Claims use since Mar. 22, 1934. Application serial No. 358,571.

**The Parvel Company, Incorporated,** Brooklyn, N. Y. For vegetable shortening. Trade mark: PARVEL with chef's cap. Claims use since Jan. 29, 1935. Firm's application has serial No. 361,816.



*It **DOES** pay*  
*to push*  
**PACKAGED**  
**BACON**



#### PACKAGE SUGGESTIONS

Our Field Representatives will be glad to help you work out *eye-appeal packages* for any meat product. They can offer many useful ideas. Just write: Du Pont Cellophane Company, Inc., 350 Fifth Avenue, New York City.

# Cellophane

TRADE MARK

"Cellophane" is the registered trade-mark of the Du Pont Cellophane Co., Inc.



KARL SEILER & SONS of Philadelphia say:

"An attractive package, that shows the product and gets maximum attention value, *does* help bacon sales. We've proved it!

"Since we changed to an attractive printed wrap of Cellophane transparent film, our sales have jumped approximately 67%.

"Without exception, our salesmen are enthused by the new package. Dealers give it better display—and housewives often select it just because of its fine appearance."

*A Page  
for the*

# Packer Salesman



## HANDLING COMPLAINTS

Every packer salesman has complaints. Upon his method of handling them and his attitude toward them depends whether these complaints can be made an asset or will continue to be a liability for his company. Many times a complaint reveals a serious fault in the company's product or its service, or brings out ideas for new products or new uses for old ones.

That philosophy, however, does not lead packers to encourage complaints. Modern management is seeking and finding many effective preventive measures. Sales is one of these. Salesmen should make it a point to "sell service" as well as merchandise—to assist the customer in selecting merchandise suited to his needs; to refuse to oversell, even if the chance is offered; to cooperate with dealers in moving merchandise; to make company policies clear regarding terms of order, returned goods, etc.; to exercise extreme care in the mechanics of making out an order; and—one of the most important things—to refrain from making any promise he knows cannot be kept.

In spite of every precaution on the salesman's part, and in spite of a good product and good service, there will be slips and resulting complaints. These can be made a real asset to the company if they are correctly handled. Both the company and the customer should arrive at a satisfactory settlement before the complaint is dropped, and precautions should be taken to make a repetition of the complaint improbable.

The "silent complaint" is an important consideration in any discussion of customer grievances. A salesman doesn't like to hear complaints, it is true, but it is far better for him to hear them and correct the causes than to have customers drift away for no expressed reason.

## WOMAN MAKES SALES RECORD

Meat packing is one field women have not taken by storm as they have so many others. This is strange too, because they were off to a good start sixty years ago when Bernardine Focke founded the Wm. Focke's Sons Company, Dayton, O. Today Irene Focke is following in the footsteps of her grandmother. Finding it difficult to conceive of a woman as a meat salesman, Elmer Focke, sales manager for the company, after much persuasion reluctantly gave Irene Focke an assignment in a territory that had been practically abandoned for two years for lack

of success there, hoping to discourage her ambitions early.

It was a pretty tough nut to crack, even for one with her grit and determination. When she started, her sales experience was just about nil and she ran into a great deal of resistance against a woman in that position. However, she persevered and in a few months her sales in that territory exceeded by sixty per cent those of any of her predecessors.

Since she had been so successful on general sales, the sales manager decided to try her out as a specialty saleswoman. She soon became the despair of the salesmen in the company, as she set a pace difficult to match. An example of her success was shown in a sausage campaign. She organized crews of typically-garbed and picturesque German maids, with whom she worked personally, demonstrating the now well-known German Maid sausage in more than one hundred stores.

She spends less than two full days each week in direct contact with her customers. This time is spent largely with accounts, as she has so organized her sales work that it is confined mostly to telephone orders and in contact with beef buyers, many of whom she brings personally to the plant. In addition to her sales ability, her gracious personality lends a charming touch to

the company's customer parties, when they are the hosts to more than a thousand guests.

## ANTICIPATING DEMAND

It pays the packer salesman to anticipate demand. The out-door season is near. When it arrives sales of sausage and meat specialties will jump.

It is not too early at this time to start talking better sausage and merchandising, can be convinced that sausage season opens up, perhaps many who heretofore have not given the attention they should to sausage merchandising can be convinced that sausage is a profitable item when properly handled.

Retailers need all the volume they can get. Every store would benefit if they could sell a few more pounds of lard every day. Better lard merchandising will often work wonders for the dealer who never tried it.

The approaching fresh fruit season might be tried as an inducement to retailers to push lard a little more aggressively. When fresh fruits are available there is more home baking of pies, shortcakes, etc. Tell your customers to make capital out of the strawberry cherry, raspberry and blackberry season by pushing lard.

## TRADES ON SOCIAL AFFAIRS

Here is a constructive merchandising tip packer salesmen can pass on to their customers:

In a Chicago suburban community, well-supplied with picture theaters and other forms of entertainment and many women's organizations, is a live retail meat dealer who gets somewhat more than his share of business by keeping posted on what is going on.

If the woman's club, for example, is having an afternoon affair, or a popular picture in which many are interested is to be shown, this retailer assumes that many housewives will have little time or inclination to devote to dinner planning and preparation. On these days, therefore, he features sausage and meat specialties and fresh and cured meats easily and quickly prepared.

On days when important social events are not scheduled he pushes roasts, stews, baking hams, etc. Women of the community appreciate what appears to them to be unusual thoughtfulness on the part of this retailer, and of course he profits accordingly.



**HATS OFF TO THE LADY!**

Miss Irene Focke and one of her customers interviewing the beef department foreman in the plant of Wm. Focke's Sons Co., Dayton, Ohio, where she has made an enviable record as a saleswoman.



# . . . Too bad they won't do it...



Up on that shelf are probably several things this customer wants and would buy. But she didn't see them. Didn't think of them. And she's certainly not going to do what she's doing in this picture. So somebody loses a sale.

How many sales are *you* missing by making people *ask* for your product to get it? Each day thousands of people walk out of stores with products they didn't come in to buy. These *extra* sales, amounting to millions of dollars a year, are created for manufacturers whose products are intelligently merchandised.

If you think you are not getting your share of this extra volume, has it occurred to you that the American Can Company might be of help? Has it occurred to you that a company specializing in two basic merchandising weapons—packages and point-of-sale displays—must have quite a merchandising background?

Possibly in our broad experience, with thousands of products in almost every field, there may be something of value to you. We should be glad to work with you and contribute what we can.

*Why does American Can Company concern itself with problems of retail merchandising?*

Our reasons are the same as yours. We cannot sell more packages than you sell for us—you cannot sell more than the consumer buys. The consumer is our common goal.

## AMERICAN CAN COMPANY

230 Park Avenue · New York



## CONCRETE FURNACE CASTINGS

Modernization of the packinghouse steam plant, in which many companies are now interested, may include rebuilding or repairing of boilers and fire-boxes. A new light weight refractory concrete, particularly adapted for casting refractory shapes and furnace floors and doors, has been developed by Johns-Manville.

The light-weight Firecrete is composed chiefly of calcined high alumina



**LIGHT WEIGHT FURNACE MATERIAL.**

Panel of Firecrete measuring  $4\frac{1}{2} \times 24 \times 32$  inches which had been subjected to temperature of 2500 degs. for 24 hours, then blown with cold blast immediately after burner was turned off.

clay and resulting castings weigh 75 lbs. per cubic foot. The castings may be made on the construction project. The material is lighter than fire brick and is said to have 40 per cent lower heat storage capacity. Under continuous operation at 2400 degs. Fahr. shrinkage is reported to have been very slight. It is especially adapted to intermittent furnaces which can be brought up to temperature in a short time. The material is said to withstand alternate heating and cooling without spalling.

## STEEL CONTAINER SERVICE

Announcement is made that Wilson & Bennett Mfg. Co., Chicago, Jersey City, and New Orleans, manufacturers of steel pails, drums and barrels, have bought the Ohio Pail Co., Middlefield,

O. Accounts will be served by this company from their three factories and warehouse stocks regularly maintained in all principal cities. Ohio Pail Co. are discontinuing manufacture of pails; practically every size and style is regularly being made by Wilson & Bennett and shippers are assured of dependable service and good quality. Acquisition of this company by Wilson & Bennett marks another forward step in their growth, and their dependability as manufacturers of all types of round steel containers from  $\frac{1}{2}$  to 65 gallon sizes.

## PACKING PLANT GERMICIDE

Bacteria may be present in large numbers on walls, ceilings or equipment in the packer's coolers, curing cellars and sausage rooms. Infection of product from such colonies may cause much spoilage loss. Sporadic epidemics or slimy and "ringed" sausage may often be traced to such sources. An appearance of cleanliness is not a guarantee that bacteria are absent.

A germicide which meets B.A.I. requirements for use in the meat plant is a development of the Griffith Laboratories, Chicago. Erado is reported to keep equipment and buildings free from mold and bacteria. It is also said to deodorize and clean as it disinfects. It is non-poisonous, non-corrosive and harmless to the hands. In use the new material is dissolved in water in proportion of 5 gallons of water to 2 ounces of powder. This makes a solution which is reported to contain 500 P.P.M. available chlorine, equivalent to 0.5 per cent sodium hypochlorite. It is applied with a spray gun on walls and ceilings and used as a rinse on vats, tierces and sausage room equipment.

## NEW USE FOR ALUMINUM

Aluminum is being electro-plated on black iron sheets. This aluminum plate has been fabricated perfectly on standard can-making machinery and soldered on high speed machines. Cans made from this material can be satisfactorily lithographed, lacquered, and enameled. Commercial production is being attained by a Chicago concern, and large quantities will be on the market in the near future.

Tests have shown, it is said, that these electro-plated sheets compare very favorably with tin plate, and this at a lower cost. Since aluminum is well known for its resistance to corrosion by food acids, this development should be the signal for further improvements in the preservation of foods.

## New Trade Literature

**Refrigeration-Fuel System for Trucks.** McCord Radiator & Mfg. Co., Detroit, Mich.—An illustrated booklet explaining single gas system of propelling and refrigerating motor trucks. Meat packer installations are pictured; typical performance charts are given, and a cut-away photograph shows mechanism by which propane is utilized in refrigeration.

**Horizontal Refrigeration Compressors.** Carbondale Machine Corp., Harrison, N. J.—A booklet detailing material and construction of single and duplex type compressors. Valves, bearings, shafts, connecting rods and other machine parts are discussed. Illustrations show large and small installations. Compressors are available for steam or motor drive.

**WHY.** Allbright-Nell Co., Chicago.—A broadside telling about the newest Anco No. 660 hog scraping and polishing machine and its use in plants of 10 packers. Interior and exterior views of installations are pictured and letters of packer users are reproduced.

**Fence.** Cyclone Fence Co., Waukegan, Ill.—Packers interested in plant protection will find information in this booklet. Different types of fences are shown and principles of weaving and zinc coating explained. Fittings, setting of posts and standards of erection are also discussed. There are a number of illustrations.

**Automatic Door Opener.** Schoelkopf Mfg. Co., Madison, Wis.—Air-Lec door opening and closing explained in its application to garages, ice-boxes and other locations. Mechanism operates by compressed air but is controlled by 6-volt current. Fittings for different installations are pictured and installation records included.

**To obtain information on new trade literature mentioned in THE NATIONAL PROVISIONER, write:**

Editor THE NATIONAL PROVISIONER:

We would be glad to receive, without obligation the literature listed herewith.

Publication .....

Requested by .....

Street .....

City .....

# KOLD-HOLD

## Provides Ideal Refrigeration

FOR ORDINARY DELIVERY TRUCKS



FOR ONE OR MORE COMPARTMENTS OF BODY



FOR TRAILERS and SEMITRAILERS



KOLD-HOLD is enthusiastically Recommended by Leading Manufacturers of Condensing Units and Refrigerated Body Builders

**KOLD-HOLD Manufacturing Co.,—Lansing, Mich.**

## At Almost Unbelievably Low Cost!

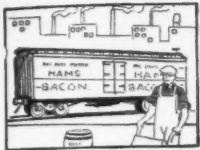
In the words of Mr. B. L. Kolorson, treasurer of the American Beef Company; "KOLD-HOLD possesses two outstanding advantages; first, an almost unbelievably low cost of operation amounting to only a fraction of dry ice costs, and secondly, a wonderful efficiency in maintaining steady and uniformly low temperatures."

### THOROUGHLY PROVEN IN ACTUAL SERVICE

Literally thousands of KOLD-HOLD Cooling Units in daily operation are rendering the kind of service that makes owners enthusiastic boosters.

### FOR OLD OR NEW BODIES

KOLD-HOLD may be successfully installed in any well insulated body of any size. Hence if it's a trailer, ordinary body or just one compartment of a delivery body you desire to refrigerate, by all means get the complete details concerning KOLD-HOLD at once. It will provide uniformly the temperature you desire, with perfect insurance of the payload at the lowest known cost of refrigeration. KOLD-HOLD pays for itself in short order. Write today.



# REFRIGERATION

## and Frozen Foods



### ABSORPTION REFRIGERATION

Inspired by reports of installation of absorption type refrigerating machines in meat packing plants, an Indiana packer asks whether or not such machines are suitable for all conditions, and how it can be determined whether or not it would pay him to install one in his plant. He writes:

Editor THE NATIONAL PROVISIONER:

We recently have learned that absorption type refrigerating machines have been installed in two of the smaller meat packing plants in the Central West, and that in both cases a considerable reduction in refrigerating costs was made. We are planning to rehabilitate our cooling system, and it has occurred to us that we might make worth while savings with this type of refrigerating machine. Any advice you can give us will be appreciated.

Undoubtedly this packer refers to installation made in plants of Kroger Grocery & Baking Co. (see THE NATIONAL PROVISIONER of May 11, 1935) and the Field Packing Co., Owensboro, Ky. In both instances large savings were made in the cost of steam and power.

The absorption type refrigerating machine can be used advantageously in many meat packing plants. However, it does not fit economically into all situations, and packers considering this type should first seek advice of a competent engineer to study their plant conditions.

Two requirements for economical operation of an absorption type refrigerating machine are an excess of exhaust steam above that required for processing operations and an abundance of cheap, cold water. Other conditions must also be taken into consideration, not only individually but in relation with all other influencing factors. Only after making a plant survey can an engineer determine whether or not an absorption refrigerating machine or a compressor should be installed for most economical results.

### MOLD IN COOLERS

Mold and yeast growths are not the problem in the modern meat plant cooler they once were, because modern refrigerating methods produce conditions that retard or prevent their growth. In some older plants, however, mold growths cause some trouble, and must be kept in check with sodium hypochlorite or some other similar medium.

Molds, yeasts and bacteria require nitrogenous material, mineral salts and moisture for growth, and hence cannot multiply in a pure fat. Most fat containing foodstuffs, however, provide a more or less suitable medium for the

growth of molds and bacteria. Examples of spoilage by micro-organisms are tainting of the fat of chilled beef and pork cheesiness or surface taint in butter.

Action of molds is important, a writer in Ice and Cold Storage points out, because some of these organisms will grow readily at chilling temperatures and are capable of causing considerable damage to fatty foodstuffs.

One type causes extensive splitting of fat which, in the case of butter fat, coconut oil or palm kernel oil, gives rise to pronounced rancid odors and flavors. Others not only liberate fatty acids but further break some of them down to yield strongly odorous methyl ketones.

Many varieties of yeasts and bacteria also attack fat, producing more or less of fatty acid together with other decomposition products. The tainted flavor observed in butter or in the fat of meat which has been attacked by bacteria is, however, probably a product of protein decomposition rather than of breakdown of the fat itself, although the latter is usually proceeding at the same time.

Recently considerable experimental work has been done with CO<sub>2</sub> gas in coolers as a means of preventing rancidity of fats and maintaining meats in good condition over comparatively long storage period. While there are apparently some objections to the use of this gas, results of tests and experiment have on the whole been very favorable to its use more generally. However, many refrigerating engineers are of the opinion that better cooler results lie in the direction of a closer coordination of temperature and humidity factors, and these think that eventually the problem of meat storage will be worked out along these lines.

### REFRIGERATION NOTES

A PWA loan has been granted Port Lavaca, Tex., for erection of a quick freezing plant.

Hattiesburg, Miss., is considering erection of a pork curing and cold storage plant.

Refrigeration capacity for handling 150 beeves and 1,000 hogs is being included in the M. Machlin Co. meat packing plant at Fresno, Cal.

A \$60,000 cold storage plant is being planned for Aldershot, Ont.

Wilson & Co. recently installed a 7-ton refrigerating machine in its Oelwein, Ia., plant.

The Daugherty Ice Co., Tulsa, Okla., recently added 13- and 50-ton refrigerating units to its equipment.

Dunbar-Dukate Co., Pass Christian, Miss., plans to erect an insulated concrete cold storage plant.

Refrigerating and cold storage rooms will be included in the new Nazareth House for Boys, San Fernando, Cal.

New equipment for use in fruit storage has been installed by San Fernando Heights Lemon Co., San Fernando, Cal.

### PRODUCE IN COLD STORAGE

Cold storage holding of butter, cheese and eggs on June 1, 1935:

	June 1,* 1935	May 1, 1935	June 1, 1934
Butter, Creamery, M lbs.	33,086	5,076	27,161
Cheese, American, M lbs.	48,273	48,593	58,073
Cheese, Swiss, M lbs.	2,460	2,851	6,099
Cheese, Brick & Munster, M lbs.	795	634	1,189
Cheese, Limburger, M lbs.	321	520	965
Cheese, all other, M lbs.	4,674	3,861	4,545
Eggs, Shell, cases	6,366	3,901	7,819
Eggs, frozen, M lbs.	84,741	59,313	93,947

\*Figures shown subject to revision. Revised figures will appear in next month's report.



### REDUCING PACKERS DELIVERY COSTS.

Good roads and the refrigerated truck have brought many changes into meat distribution methods, and have been the means of materially reducing delivery costs in many instances, particularly by eliminating the need for branch houses.

An interesting example of this change is the service rendered in Williamsport, Pa., by F. X. Sullivan with two Reo refrigerated trucks of the type shown. Several leading packers ship carlots of meat to this point, from which Mr. Sullivan distributes throughout an area of approximately 400 square miles. Each truck travels about 125 miles per day and maintains an average speed of 25 miles per hour.

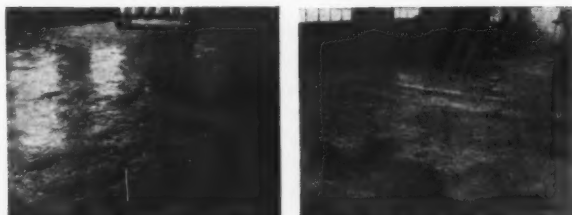


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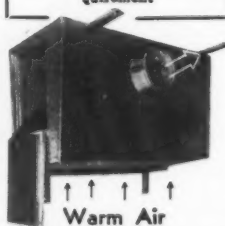
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1322 Marquette Ave. Cleveland, Ohio



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**ICEFIN**  
Refrigeration

Made in Four Sizes  
to Meet Your Re-  
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Warm Air

### The Modern COMMERCIAL BODY COOLING UNIT

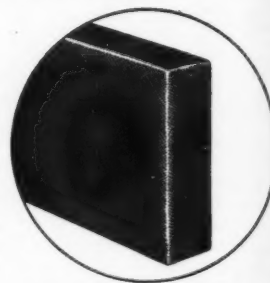
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Now in Third Year

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**WAGON WORKS, INC.**  
INSULATED—REFRIGERATED  
COMMERCIAL BODIES  
New York City North Bergen, N. J.

## SPECIFY CELOTEX VLTl FOR LASTING EFFICIENCY

Condensation of moisture within the air-voids impairs the effectiveness of any cold storage insulating product. Effort to moisture-proof insulation during installation has too frequently been a costly disappointment.



This problem has been solved by Celotex cold storage engineers in the successful development of Celotex Vaporproofed Low Temperature Insulation. Each insulation block is specially sealed at the Celotex mill by means of a vaporproofing membrane, designed to meet the severe requirements.

We invite consultation. Write for new booklet on Celotex VLTl.

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Dry Rot and Termite Proofed by the  
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## "C-B" Cold Storage Door

*"The Better Door that Costs no More"*



The "C-B" Fastener for overlapping type Freezer Door. Simple and Efficient.

The "C-B" Super Freezer Door is used where extremely low temperatures are maintained.

There is a "C-B" Door designed to meet every cold storage need.

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**The Cincinnati Butchers' Supply Corp.**

1972-2008 Central Ave., Cincinnati, Ohio  
824 Exchange Ave., U. S. Yards, Chicago, Ill.



## PACKER AND PROCESSING TAX

(Continued from page 15.)

to save themselves. They are asking the government to call a halt in a supply-reduction program that has gone beyond the point of mere burdensome surplus removal.

The double-edged hog processing tax as stated (1) represents an enormous operating cost and (2) helps to place the packer at an ever greater disadvantage by continuing to restrict his supply. For these reasons Eastern packers, particularly, are urging the removal of this tax, because they believe the policy it represents has served its purpose and now is continuing far beyond its natural term of usefulness.

The question may well be asked why all this concern about the hog processing tax should be exhibited by Eastern packers.

### Why Eastern Packers Protest

It is a fact, of course, that certain packers spread their business over a great many products other than pork—such as beef, veal, lamb, lard substitutes, and a great many other allied lines, and by-products, none of which are taxed. On the other hand, packers like those in Baltimore are characteristically and primarily pork specialists.

The Eastern packer, sharing in the meat distribution of the larger consuming centers of the country, must of course be concerned with the product in greatest demand—namely pork, known as the poor man's meat.

It is paradoxical, of course, to place such a heavy tax on this type of food. This tax of 2½¢ per pound of live weight of hogs, as converted by the U. S. Department of Agriculture and applied to pork products, amounts to as much as 7.65¢ per pound on one product. For these reasons the processing tax burden falls more heavily on the smaller packer, since the tax applies only to pork.

### Some Packers Benefited

Some packers were able to benefit by the AAA reduction program through slaughter of approximately six million pigs and sows. This was a profitable operation, and could be enjoyed only in a limited way by some of the smaller packers, and by others not at all. At any rate, only that part of the slaughter filtered through to the Eastern territory that could not be taken care of by the others. The drought-relief program—involving many cattle, calves and some sheep—gave them another opportunity in which the smaller packers, many of whom are exclusively pork packers, could not participate, because this was strictly a non-pork operation.

Slaughtering of these relief cattle also was a profitable operation for those who participated in it. In addition, it enabled them to build up a

supply of sausage materials the value of which has greatly increased, due to the general rise in the price level of meats. Both operations have built up a financial and product reserve for those who were permitted to participate in these two programs, enabling them to offset later pork losses.

They, therefore, benefit from the continuance of the hog processing tax. For it is clear that the removal of the tax would immediately act to lower the value of their inventory.

### Discrimination in Tax Collection

This is not the only condition recognized by the smaller packer in connection with the hog processing tax and its administration. Bootlegging of pork products by farmers and small establishments has been going on constantly. The Internal Revenue Department has apparently found it impossible to stem the flood of such products and to levy the tax on such considerable volume. These products compete with pork on which the tax has been paid.

Of still greater importance to the Eastern packer is the gross discrimination in the collection of the hog processing tax. Two states in the East—Maryland and Virginia—are the only ones where bond for one and a half times the amount of unpaid tax is required, and where the 150 or 180 or fewer number of days time extension for payment is no longer allowed.

The packer who conscientiously and promptly paid his tax has been handicapped in Maryland and elsewhere in the past by his competitors who did not pay the tax because of lax collection methods, then either went out of business without ever having paid the tax, or compromised the government's tax claim at a small fraction of the amount due.

With all these products, on which the processing tax has not been paid, the strictly cooperating packer has had to compete, with results that were and are discouraging and frequently disastrous.

### Smaller Packer Must Fight

Eastern packers fully realize the condition in which they find themselves. As described, they are being squeezed, numbers of them already out of business or suspending operations. This is a very serious state of affairs for the Eastern operator and for employees dependent upon him.

The Eastern packer cannot expect a community of interests in this connection within the meat packing industry, as long as none exists and there is no discernible basis for any.

It is, therefore, distinctly up to him fairly, openly and unmistakably to insist upon the abolition of this tax at the earliest possible moment, and to exert every particle of influence he can muster in that direction for his own immediate self-preservation.

It would hardly be possible to exaggerate the seriousness of the situation. The Eastern packer will have to rely on a realization of the facts and a sense of justice on the part of national lawmakers to correct an unnatural uneconomic and highly discriminatory condition.

## FINANCIAL NOTES

Stockholders of Wilson & Co. will meet about July 20 to authorize creation of a new first mortgage sinking fund bond issue of \$30,000,000, of which \$20,000,000 will be offered publicly, to refund \$16,220,000 in 6 per cent bonds and \$898,000 in subsidiary bonds.

Refunding of \$17,000,000 in bonds is contemplated by the Cudahy Packing Co., a special meeting having been called for July 15 to authorize negotiations. The company would sell about \$25,000,000 in new bonds to replace \$10,600,000 5½ per cent debentures of 1937 and \$6,400,000 5 per cent first mortgage bonds of 1946.

Armour and Company of Delaware has filed its registration statement for the issue of \$48,000,000 in first mortgage 4 per cent bonds with the federal securities and exchange commission.

Directors of the Cudahy Packing Company have declared the regular quarterly dividend of 62½¢ a share on the common stock of the company, payable July 15 to stock of record on July 5.

## PACKER AND FOOD STOCKS

Price ranges of listed stocks, June 19, 1935, or nearest previous date, with number of shares dealt in during week and closing prices, June 12, 1935:

	Sales	High.	Low.	—Close—
Week ended	June 10.	June 10.	June 10.	June 12.
Amal. Leather.	300	27½	27½	27½
Do. Pfd.	190	30	30	29
Amer. H. & L.	...	...	...	5½
Do. Pfd.	300	22½	21	21
Amer. Stores.	800	37	37	37½
Armour Ill.	6,800	3½	3½	3½
Do. Pr. Pfd.	1,300	63½	62½	62½
Do. Del. Pfd.	200	103½	103½	103½
Beechnut Pack.	700	90	90	89
Bohack, H. C.	25	5½	5½	5½
Do. Pfd.	...	...	...	65
Chick. Co. Oil.	600	20½	20½	20½
Childs Co.	2,400	5½	4¾	4¾
Cudahy Pack.	700	41½	41	40
First Nat. Strs.	5,000	55	54½	55
Gen. Foods	21,000	37½	36½	36½
Gobel Co.	3,300	2½	2	2½
Gr. A. & P. 1st Pfd.	80	126½	126½	126½
Do. New	350	127½	127	128
Hormel, G. A.	...	...	...	18
Hygrade Food.	200	1½	1½	1½
Kroger G. & B. 14,800	28½	28½	28½	25½
Libby McNell.	1,500	6½	6¼	6¼
Mickelberry Co.	100	1	1	1
M. & H. Pfd.	...	...	...	1½
Morrell & Co.	400	62	60½	60½
Nat. Leather	100	15/16	15/16	15/16
Nat. Tea	900	8½	8½	8½
Proc. & Gamb.	10,300	50½	50	50½
Do. Pr. Pfd.	440	120	120	119
Rath Pack.	...	...	...	28
Safeway Strs.	9,600	38½	37½	37½
Do. 6½ Pfd.	230	111	111	110
Do. 7½ Pfd.	430	114½	111½	114½
Stahl Meyer	...	...	...	1½
Swift & Co.	11,950	15½	15½	15½
Do. Intl.	2,000	34½	33½	34½
Trunz Pork	...	...	...	7½
U. S. Leather.	1,100	6½	6½	6½
Do. A.	3,200	12½	11½	11½
Do. Pr. Pfd.	300	64	64	61½
Wesson Oil	6,900	34½	33½	32½
Do. Pfd.	600	77½	77½	77½
Wilson & Co.	16,000	5½	5½	5½
Do. 6½ Pfd.	5,300	70½	69½	69½

## Cut-Out Losses Increase in Spite of Lower Hog Costs

**H**OG COSTS per cwt. at Chicago during the first four days of the current week were somewhat below those paid during a similar period a week earlier, but the gain made in this direction was more than offset by lower product prices. The result was another increase in cut-out losses. Hog costs ranged from \$12.29 to \$12.55 per cwt., compared with \$12.42 to \$12.75 last week. Product values decreased 22c per cwt., leaving cut-out values from 3c to 15c higher than the first four days of last week.

Hog runs continue small, but apparently sufficient to meet demand, packers not being inclined to bid freely in the face of a slowing-up in meat demand. General quality deteriorated appreciably, many grass hogs being offered. To compensate for this lower quality total yields of the two lighter averages shown in the test have been lowered  $\frac{1}{2}$  per cent. Packers figuring short form hog tests should make a similar reduction in yields, if this appears necessary, to secure more accurate test results. Consumer demand

for some cuts of meat was fair during the early part of the week, but slowed up considerably the last few days. This condition was reflected in lower product values.

The following test is worked out on the basis of live hog costs and green product prices during the first four days of the current week, average costs and credits being used. Each packer should substitute his own hog costs and product value in this test if he desires to know just how his hogs are cutting out.

### HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	180-220 lbs.			220-250 lbs.			250-300 lbs.		
	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
Regular hams.....	13.90	18.0	\$ 2.50	13.70	17%	\$ 2.45	13.30	17%	\$ 2.29
Picnics.....	5.50	15%	.83	5.30	15%	.80	5.00	13.0	.65
Boston butts.....	4.00	20½	.82	4.00	20½	.82	4.00	20½	.82
Loins (blade in).....	9.70	21%	2.11	9.30	20½	1.91	8.80	18%	1.65
Bellies, S. P.....	11.00	20%	2.30	8.70	19½	1.80	3.50	18%	.64
Bellies, D. S.....	.....	.....	.....	3.00	17.0	.51	9.00	16%	1.52
Fat backs.....	1.00	11½	.11	3.00	11%	.35	5.00	13%	.66
Plates and jowls.....	2.50	12½	.31	2.50	12½	.31	3.30	12½	.41
Raw leaf.....	2.00	13.0	.26	2.10	13.0	.27	2.20	13.0	.29
P. S. lard, rend., wt.....	12.40	13%	1.64	12.10	13%	1.60	11.20	13%	1.48
Spareribs.....	1.50	12½	.19	1.50	12½	.19	1.50	12½	.19
Trimnings.....	3.00	13%	.40	2.80	13%	.37	2.70	13%	.36
Feet, tails, neckbones.....	2.00	.....	.09	2.00	.....	.09	2.00	.....	.09
Offal and misc.....	.....	.....	.40	.....	.....	.40	.....	.....	.40
<b>TOTAL YIELD AND VALUE.....</b>	<b>68.50</b>		<b>\$11.96</b>	<b>70.00</b>		<b>\$11.87</b>	<b>71.50</b>		<b>\$11.45</b>
Cost of hogs per cwt.....			\$ 9.57			\$ 9.61			\$ 9.42
Condemnation loss.....			.05			.05			.05
Handling and overhead.....			.68			.60			.57
Processing tax.....			2.25			2.25			2.25
<b>TOTAL COST PER CWT.....</b>			<b>\$12.55</b>			<b>\$12.51</b>			<b>\$12.29</b>
<b>TOTAL VALUE.....</b>			<b>\$11.96</b>			<b>\$11.87</b>			<b>\$11.45</b>
Loss per cwt.....			\$ .59			\$ .64			\$ .84
Loss per hog.....			\$ 1.18			\$ 1.50			\$ 2.31

## SALES MANAGER WANTED

Large, old-established Midwestern Carton manufacturer with three factories wants a high-grade salesman to take charge of sales to Packing Houses, Shortening and other Food Products manufacturers.

The man selected must be a top-notch salesman and *must have actual experience in selling to these manufacturers*. Prefer man who has sold such products as cartons, cans, labels, or equipment.

He should be between the ages of 35 and 50, and a hard worker.

Write fully giving complete details of past experience, training, and salary expected. All applications held in confidence.

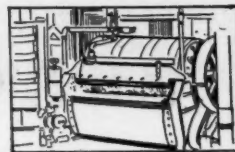
Box No. 943, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Illinois



LARD	WEEKLY MARKET
BELLIES	12.30@12.40c
HAMS	12.30@12.40c
LOINS	12.30@12.40c
BUTTS	12.30@12.40c

# Provisions and Lard

## Weekly Market Review



### Trade Fairly Active — Market Unsteady—Hogs Lower—Hog Run Moderate—Meat Trade Slow—Lard Demand Satisfactory—Lard Stocks Decreased

Market for hog products was fairly active the past week in a mixed trade. Prices were unsteady. Commission house liquidation in lard was apparent, brought about by declining hog prices and a slow demand for pork meats. Reports were circulated that pork meats were accumulating. Lard market was influenced both ways by sharp movement in grain values.

The hog run was fair, but comparatively light. Hog prices eased to lowest levels in about a month, with average down to around 9.20c at Chicago. Top price dropped to low of 9.70c compared with 9.90c the previous week. Average price at the outset of the week was 9.35c, against 9.50c the previous week, 4.75c a year ago, 4.45c two years ago, and 3.75c three years ago.

Market appeared to have been influenced to some extent by the possibilities of processing tax developments at Washington. Some contend that the curtailed meat consumption places lard in a stronger position in that this may result in consumption of more bread and pastry and in a greater use of lard.

Stocks of lard at Chicago during the first half of June decreased 2,348,000 lbs. to 42,091,000 lbs., compared with 124,638,000 lbs. the same time last year.

### Hog Receipts Down 50 Per Cent

Average weight of hogs received at Chicago last week was 255 lbs., against 248 lbs. the previous week, 233 lbs. a year ago and 252 lbs. two years ago.

Receipts of hogs at western packing points last week were 212,900 head, against 230,200 head the previous week and 365,700 head the same week last year.

Receipts of hogs at 62 markets during May were 1,551,021 head against 3,075,880 head last year, a decrease of 1,524,859 or 49.6 per cent.

Receipts for five months ended May totaled 9,067,425 head, against 15,190,955 last year, a decrease of 6,123,530 or 40.3 per cent. Average May receipts for five years, 1930-34, were 3,099,908. May receipts this year showed a decrease of 50 per cent from the five-year average.

Exports of lard for week ended June 8 were 2,595,000 lbs., against 12,234,000 lbs. the same week last year. Exports of lard from January 1 to June 8 totaled 65,654,000 lbs., against 247,040,000 lbs. the same time a year ago.

Exports of hams and shoulders during the week were 1,091,000 lbs., against 975,000 lbs. last year; bacon, 177,000 lbs., against 397,000 lbs.; pickled pork, 76,000 lbs., against 127,000 lbs.

**PORK**—Market was about steady at New York and demand was moderate. Mess was quoted at \$28.75 per barrel; family, \$26.50 per barrel; fat backs, \$26.00@29.50 per barrel.

**LARD**—Demand was fair, but market was barely steady. At New York, prime western was quoted at 12.30@12.40c; middle western, 12.30@12.40c; city tierces, 11½c; tubs, 15½c; refined Continent, 12½c; South America, 12½c; Brazil kegs, 12½c. Compound prices at New York were raised ¼c to 13½c, car lots, and 13½c smaller lots.

At Chicago, regular lard in round lots was quoted at 20c over July; loose lard, 42½c over July; leaf lard, 52½c over July.

(See page 35 for later markets.)

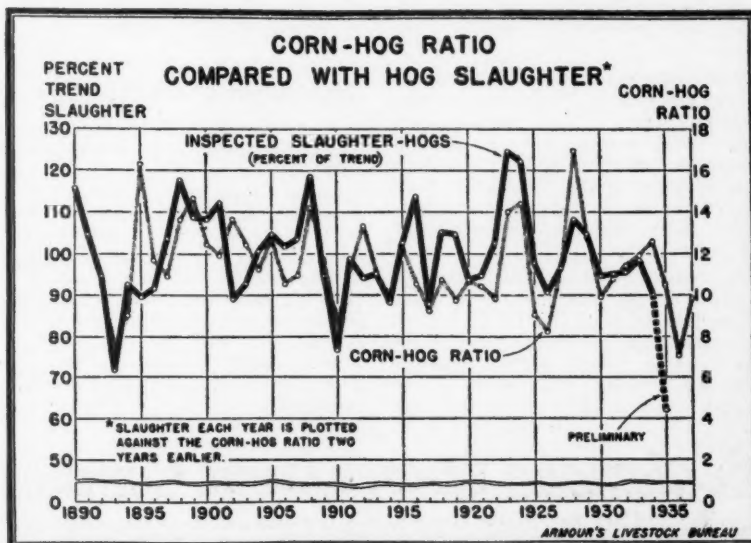
**BEEF**—Demand was moderate at New York and the market was firm. Mess was nominal; packer, nominal; family, \$23.00@24.00 per barrel; extra India mess, nominal.

### MEAT PRICE SITUATION

That there is a limit to the price which can be obtained for even an unusually light supply of meat has been demonstrated during the past 18 months, more particularly during the first two weeks of June.

**Pork**—The 25c pork loin made its appearance during the latter part of May, and this price held for a few days. However, this higher price curtailed consumer demand to such an extent that even the light offerings could not be moved without some price concessions. As a result prices of loins have been on the downgrade, and at the present time are approximately 1½@2c lower than two weeks earlier. On the other hand, prices for Boston butts and shoulders have remained fairly steady during this period. Spareribs declined about 1c during the first of June. Prices for trimmings were relatively strong during the period but showed a tendency to weakness late. However, the price is still about 1c lb. better than two weeks earlier.

**Beef**—Prices for fresh beef have been on the downgrade since the first of June. This decline may have been accelerated by the "strike" against

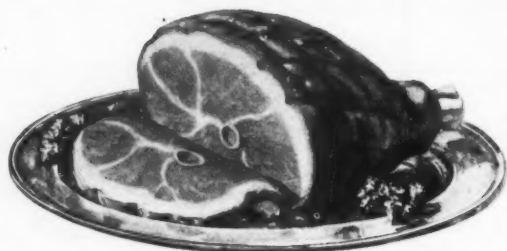


### HOG SUPPLY DEPENDS ON CORN-HOG RATIO.

The corn-hog ratio is one of the important indicators of what producers' response may be to any given hog price. This chart shows the Chicago annual corn-hog ratio from 1890 to date.

The ratio represents number of bushels of corn on the Chicago grain market necessary to purchase 100 lbs. of hogs at the Chicago livestock market. When the data of the corn-hog ratio are plotted with the data of hog slaughter, with the corn-hog data leading those of slaughter by two years, the two series vary with some similarity of movement, both in direction and extent. Thus the corn-hog ratio becomes an indicator of what the producer may do in supplying hogs for market some two years after the corn-hog ratio is determined.

# PRAGUE POWDER CURE



**This Delicious Baked Ham Was  
Prague Cured**

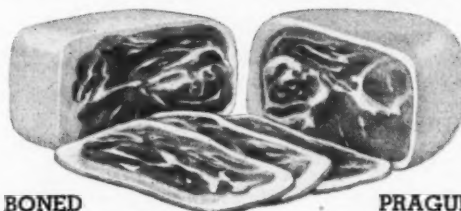
The quality cure and the tasty flavor will  
increase your Ham sales.

We insist a "Vein-Pumped ham" is a better ham for  
Baking. A 5 to 7 day cure "the PRAGUE POWDER Way."

**PRAGUE POWDER is a New Curing Element.**  
Warm weather will make you select your  
choicest cured hams for baking and boiling.

Bake with bone in, or first bone and prepare for  
oven. In all cases cure your hams with  
PRAGUE POWDER for a sweeter, moister, bet-  
ter slicing and better flavored Baked Ham.

**Use a Short-Time Cure**



**BONED  
BEFORE CURING**

**PRAGUE  
STYLE CURE**

## THE GRIFFITH LABORATORIES

1415-25 West 37th Street, Chicago, Illinois  
Canadian Factory and Office: 532 Eastern Ave., Toronto, Ont.

meat prices by New York and other  
consumers. This price decline has oc-  
curred despite the fact that beef sup-  
plies are considerably lighter than  
normal.

**Veal.**—The veal market has been an  
up and down affair. Supplies have been  
relatively heavy. Lamb supplies have  
been about normal and the market  
steady to strong. Mutton has also  
been in liberal supply, the market hold-  
ing steady on the lighter weight car-  
casses during the first two weeks of  
the month.

Just what the immediate future has  
in store for the wholesale meat trade  
is anybody's guess, the U. S. Bureau  
of Agricultural Economics says in its  
semi-monthly review of the Chicago  
wholesale dressed meat trade. The  
opinion of the meat trade is that the

current slump in prices is due to con-  
tinue for several weeks. However, they  
are also of the opinion that higher  
prices will occur before fall.

### NEW PROVISION TRADING RULE

A new provision of Chicago Board of  
Trade rules pertaining to commissions  
chargeable to members and non-mem-  
bers for future trading in lard, D. S.  
short ribs, D. S. extra short clears and  
D. S. clear bellies was announced on  
June 15. Rule 231 is amended by in-  
serting after section (d) the following:  
"Foreign rates (exclusive of Canada)  
on transactions enumerated in sections  
(c) and (d) shall be fifty cents per  
1,000 pounds to non-members and  
twenty-five cents per 1,000 pounds to  
members."

### HOG WEIGHTS AND COSTS

Average weight and cost of hogs, ex-  
cluding processing tax, at 10 principal  
public markets, May, 1935:

	May, 1935.		Apr., 1935.		May, 1934.	
	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.
Chicago	245	\$9.31	240	\$8.94	231	\$8.51
East St. Louis	210	9.20	212	8.82	204	3.33
Kansas City	225	8.95	229	8.61	215	3.19
Omaha	241	8.84	234	8.44	246	2.85
Sioux City	242	8.80	234	8.40	241	2.94
So. St. Joseph	232	8.94	232	8.61	225	3.16
So. St. Paul	240	8.85	225	8.61	226	3.03
Weighted avg. 7						
mkts.	235	9.04	230	8.98	229	3.16
Denver	223	8.90	220	8.55	224	3.09
Fort Worth	199	8.50	198	8.03	205	3.29
Wichita	232	8.82	230	8.49	211	3.04

### CHICAGO MID-MONTH STOCKS

Stocks of meat and lard on hand in  
Chicago, June 14, 1935:

	June 14, '35	May 31, '35	June 14, '34
P.S. Lard, lbs.	35,574,687	38,291,335	106,766,774
Other Lard, lbs.	6,517,519	6,148,092	17,872,520
D.S. Cl. Bellies, (a)	6,302,926	5,946,550	15,127,376
D.S. Cl. Bellies, (b)			80,360
D.S. Rib Bellies, (a)	727,285	762,182	1,647,975
Ex.S.C. Sides, lbs. (a)	8,300	9,600	2,290
(a) Made since Oct. 1, 1934.			
(b) Made previous to Oct. 1, 1934.			

### LARD AND GREASE EXPORTS

Exports of lard from New York City,  
June 1, 1935, to June 19, 1935, totaled  
7,015,814 lbs.; tallow, none; greases,  
none; stearine, none.

## Automatic TEMPERATURE CONTROL

**FOR** Hot Water Heaters, Hog Scalding and Dehairing, Ham and  
Sausage Cooking, Smoke Houses, Storage and Thawing Rooms,  
etc.

Increase your profits and improve the quality of your product  
with Powers Automatic Temperature Control. Stop spoiled prod-  
ucts and waste of steam due to overheating caused by  
errors of hand control. Write for bulletins.

40 Years of Specialization in Temperature Control  
2725 Greenview Ave., Chicago—231 E. 46th St., New York  
ALSO 41 OTHER CITIES

## POWERS REGULATOR CO.

## CURED MEAT PRICES

Cured pork prices at Chicago for May, 1935:

### CURED PORK AND PORK PRODUCTS.

	May, 1935.	Apr., 1935.	May, 1934.
Hams, smoked, reg. No. 1—			
8-10 lbs. avg.	\$22.70	\$21.31	\$16.10
10-12 lbs. avg.	22.35	21.06	16.03
12-14 lbs. avg.	22.05	21.00	15.77
14-16 lbs. avg.	22.13	21.34	15.77
Hams, smoked, reg. No. 2—			
8-10 lbs. avg.	20.50	19.97	15.10
10-12 lbs. avg.	20.80	19.81	15.10
12-14 lbs. avg.	20.30	19.60	15.10
14-16 lbs. avg.	20.00	19.00	15.05
Hams, smoked, skinned, No. 1—			
16-18 lbs. avg.	23.05	22.59	16.35
18-20 lbs. avg.	22.73	22.32	16.55
Hams, smoked, skinned, No. 2—			
16-18 lbs. avg.	20.70	19.06	15.35
18-20 lbs. avg.	20.37	18.88	15.05
Bacon, smoked, No. 1 dry cure—			
6-8 lbs. avg.	29.35	27.94	18.05
8-10 lbs. avg.	28.62	27.68	18.30
Bacon, smoked, No. 1 S. P. cure—			
8-10 lbs. avg.	26.98	25.90	16.55
10-12 lbs. avg.	26.25	25.00	16.25
Picnics, smoked—			
4-8 lbs. avg.	18.02	17.50	11.10
Backs, dry salt—			
12-14 lbs. avg.	14.15	13.75	6.25
Lard—			
Refined, H. W. tubs.	14.65	14.66	7.00
Substitutes	13.45	13.41	7.45
Refined, 1-lb. cartons.	15.15	15.16	7.50

Two-week average in a five-week month.

## PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended June 15, 1935:

### PORK.

	Week ended June 15, 1935.	Week ended June 15, 1934.	Nov. 1, 1934 to June 15, 1935.
Total	25	25	1,477
United Kingdom	25	25	701
Continent	...	...	516
West Indies	...	...	260

### BACON AND HAM.

	M lbs.	M lbs.	M lbs.
Total	1,933	1,921	86,161
United Kingdom	1,932	1,918	85,284
Continent	...	2	644
West Indies	1	1	57
B. N. A. Colonies	...	...	1
Other countries	...	...	175

### LARD.

	M lbs.	M lbs.	M lbs.
Total	1,681	6,681	83,309
United Kingdom	1,658	5,982	76,162
Continent	1	600	3,745
St. and C. America	...	2	1,110
West Indies	2	73	2,273
B. N. A. Colonies	...	...	13
Other countries	...	...	6

### TOTAL EXPORTS BY PORTS.

	Pork, bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
From			
New York	25	448	321
Montreal	...	1,484	1,339
Halifax	...	1	1
Total Week	25	1,933	1,681
Previous week	...	2,083	1,637
Two weeks ago	...	1,933	2,101
Cor. week 1934	25	1,921	6,681

### SUMMARY NOV. 1, 1934, TO JUNE 15, 1935.

	1934 to 1935.	1933 to 1934.	De- crease.
Pork, M lbs.	295	439	144
Bacon and Hams, M lbs.	86,161	92,406	6,335
Lard, M lbs.	83,309	266,339	183,030

## GERMAN HOGS AND LARD

Top hogs at Berlin were quoted at \$15.90 per cwt. on May 29, 1935, as compared with \$15.78 a week earlier and \$12.41 at the same time in 1934. Lard in tierces at Hamburg was quoted at \$16.28, compared with \$16.12 the previous week and \$12.48, a year ago.

# CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## FUTURE PRICES

SATURDAY, JUNE 15, 1935.

	Open.	High.	Low.	Close
LARD—				
July	13.42½	13.45	13.47½	13.45ax
Sept.	13.40	...	...	13.40b
Oct.	13.27½	...	...	13.27½b
Dec.	12.35	12.35	12.27½	12.27½b

CLEAR BELLIES—				
July	...	...	...	17.12½b
Sept.	...	...	...	17.05n

MONDAY, JUNE 17, 1935.

LARD—				
July	13.45	13.47½	13.45	13.47½b
Sept.	13.40	...	...	13.40b
Oct.	13.25	13.27½	13.25	13.27½b
Dec.	12.25	12.30	12.17½	12.25b

CLEAR BELLIES—				
July	...	...	...	17.12½b
Sept.	...	...	...	17.05n

TUESDAY, JUNE 18, 1935.

LARD—				
July	13.45	13.50	13.45	13.50ax
Sept.	13.40	...	...	13.40b
Oct.	13.30	...	...	13.30ax
Dec.	12.25	12.27½	12.25	12.27½

CLEAR BELLIES—				
July	17.12½	...	...	17.12½ax
Sept.	17.00	...	...	17.00ax

WEDNESDAY, JUNE 19, 1935.

LARD—				
July	13.42½	13.42½	13.35	13.35
Sept.	13.35	13.35	13.25	13.25
Oct.	13.20	13.20	13.07½	13.07½
Dec.	12.20	12.20	12.05	12.05b
May	11.00	...	...	11.00ax

CLEAR BELLIES—				
July	17.10	17.10	17.05	17.05ax
Sept.	16.87½	16.87½	16.70	16.70

THURSDAY, JUNE 20, 1935.

LARD—				
July	13.20-15	13.40	13.15	13.40
Sept.	13.15	13.32½	13.15	13.30b
Oct.	12.95-87½	13.12½	12.87½	13.12½b
Dec.	12.00	12.20	12.00	12.15b
May	...	...	...	11.00b

CLEAR BELLIES—				
July	...	...	...	16.90
Sept.	...	...	...	16.70n

FRIDAY, JUNE 21, 1935.

LARD—				
July	13.37½	13.45	13.37½	13.45
Sept.	13.30	13.35	13.30	13.35b
Oct.	13.07½	13.15	13.07½	13.15b
Dec.	12.17½	...	...	12.17½b
May	...	...	...	11.00b

CLEAR BELLIES—				
July	...	...	...	16.92½b
Sept.	...	...	...	16.70n

## MEAT IMPORTS AT NEW YORK

For the week ended June 15, 1935:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef.	...	308,280 lbs.
Argentina—Oleo oil	...	111,900 lbs.
Australia—Edible tallow	...	171,396 lbs.
Brazil—Canned corned beef	...	125,514 lbs.
Brazil—Corned veal	...	216 lbs.
Canada—Bacon	...	1,841 lbs.
Canada—S. P. hams	...	4,500 lbs.
Canada—210 pieces fresh beef	...	23,430 lbs.
Canada—Sides of veal	...	24,372 lbs.
Canada—Beef livers	...	1,001 lbs.
Denmark—Liverpaste	...	264 lbs.
England—Bacon	...	13,065 lbs.
France—Canned tripe	...	903 lbs.
France—Pork liver paste	...	423 lbs.
France—Bouillon	...	631 lbs.
Germany—Bacon	...	859 lbs.
Germany—Sausage	...	4,543 lbs.
Germany—Ham	...	1,240 lbs.
Germany—Cooked frankfurts	...	1,850 lbs.
Italy—Sausage	...	4,762 lbs.
New Zealand—498 quarters of beef	...	77,985 lbs.
Poland—Cooked ham	...	29,433 lbs.
Uruguay—Canned corned beef	...	207,000 lbs.
Uruguay—Edible tallow	...	103,837 lbs.
Uruguay—Beef extract	...	46,928 lbs.

Watch the "Wanted" and "For Sale" page for bargains in equipment.

## CASH PRICES

Based on actual carlot trading Thursday, June 20, 1935.

### REGULAR HAMS

	Green	*S.P.
8-10	19	18½
10-12	19	18½
12-14	19	18½
14-16	18½	18½
16-18 Range	18	...

### BOILING HAMS

	Green	*S.P.
16-18	17½	18½
18-20	17½	18½
20-22	17½	18½
16-22 Range	17½	...

### SKINNED HAMS

	Green	*S.P.
10-12	19	18½
12-14	19	18½
14-16	19	18½
16-18	18½	18½
18-20	18½	18
20-22	17½	16½
22-24	17	16
24-26	16	15½
26-30	15½	15
30-35	15½	14½

### PICNICS

	Green	*S.P.
4-6	15½	15½
6-8	14½	14½
8-10	13½	14
10-12	13	13½
12-14	13	13½

Short Shank ½ c over.

### BELLIES

	Green	*D.C.
(Square cut seedless)		
(S. P. ¼ c under D. C.)		
6-8	22½	22½
8-10	22½	22½
10-12	22½	22½
12-14	21	21½
14-16	19½	20
16-18	19½	19½

\*Quotations represent No. 1 new cure.

### D. S. BELLIES

	Clear	Rib
14-16	17½	...
16-18	17½	...
18-20	17½	...
20-22	17½	...
22-24	17½	...
24-26	17½	...
26-28	17	17
28-30	17	16½
30-32	16½	16½
32-34	16½	16½

### D. S. FAT BACKS

6-8	12½
8-10	12½
10-12	12½
12-14	12½
14-16	12½
16-18	15
18-20	15½
20-25	15½

### OTHER D. S. MEATS

Extra Short Clears	35-45	17½n
Extra Short Ribs	35-45	17½n
Regular Plates	6-8	14½
Clear Plates	4-6	12½
Jowl Butts	...	13% @ 14
Green Square Jowls	...	16
Green Rough Jowls	...	13%

### LARD

Prime Steam, cash	13.60n
Prime Steam, loose	13.87½ax
Refined, boxed, N. Y.—Export	unquoted
Neutral, in tierces	15.75
Raw Leaf	14.00n

## EXPORT NOTES

United Kingdom quota on imports of cured pork products from the United States for the three months, July to September inclusive, has been set at 12,849,536 lbs.

Japanese lard, an initial shipment of which sold at \$8.12 per cwt., is now competing with American lard in Ecuador. American quotations range from \$14 to \$14.50 per cwt.



## "HALLOWELL"



Pat. applied for

**Fig. 1234 "Hallowell" Cutting Room Truck**

Can also be used as a General Utility Truck. Any size furnished.

Smooth galvanized surfaces, rounded corners, push handle each end, flanged top. Strictly sanitary.

**Get Bulletin 449**

**STANDARD PRESSED STEEL CO.**

BRANCHES  
BOSTON  
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DETROIT

JENKINTOWN, PENNA.

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BRANCHES  
NEW YORK  
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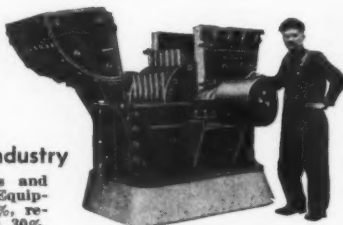
# 50 YEARS

**Serving the Packing Industry**

New type ball bearings and pulleys on Gruendler Equipment cut lubrication 90%, reduce power consumption 30%. Gruendler Hogs are fool-proof! Give more uniform results, quicker rendering, better yields. Gruendler Gut Hashers and Washers have latest design, most modern construction.

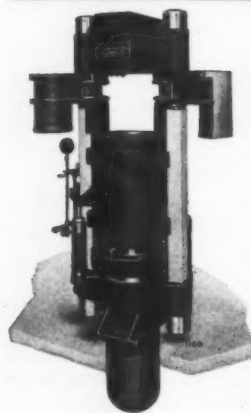
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**GRUENDLER CRUSHER & PULVERIZER CO.**  
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There are Gruendler Crushers and Pulverizers for horns, hoofs, bones (dry and green), beef and lard cracklings, tankage and all by-products.

**WRITE!**



**The New  
FRENCH  
CURB PRESS**

**Will Give You  
MORE GREASE  
Purer GREASE  
LESS REWORKING  
GREATER CLEANLINESS**

*We invite your inquiries*

**The French Oil Mill  
Machinery Company**

Piqua

Ohio

FORT DUQUESNE  
Built 1754



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Pittsburgh has played an important part in the settlement and growth of these United States. Here was the far frontier of the original thirteen colonies. Today this great hotel, symbol of modern hospitality, towers high above tiny Fort Duquesne, which for one hundred and eighty years has stood "at the forks of the Ohio," the last portal of hospitality for those headed downstream to "Ole Kaintuck." Experienced travelers recognize this fine hotel as the best address and the largest hotel in Pennsylvania. Four restaurants, the famous Urban Roof Garden and the air-cooled Continental Bar.

Rates from \$3.50 Single, \$5.00 Double



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WILLIAM PENN  
PITTSBURGH**



Trimming Tubs  
Sausage Tubs  
Packinghouse Buckets  
Sausage Boxes and Dollies  
Sausage Trucks  
Delivery Baskets  
Monel Metal Pans  
Steel Drums  
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Meat Trucks  
Offal Trees

## PACKINGHOUSE TUBS

Hot galvanized after fabrication. Made in six sizes, ranging in capacity from 50 to 175 pounds. Write for our catalog No. 12, giving complete information.

**DUBUQUE STEEL PRODUCTS CO.** Dubuque, Iowa

*We Originate—Others Imitate*



Calf Bag

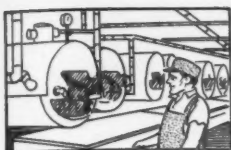
## STOCKINETTE

BAGS and TUBING FOR BEEF—LAMB  
HAM—SHEEP—PIGS—CUTS  
CALVES—FRANKS—Etc.

**E.S. HALSTED & CO., Inc.**

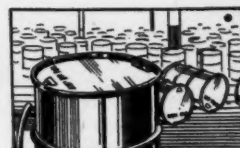
64 PEARL ST. NEW YORK CITY  
Joseph Wahlman, Dept. Mgr.  
(Formerly with Armour & Company)

Makers of Quality Bags Since 1876



# Tallow and Greases

## Weekly Market Review



**TALLOW**—A moderate trade and a weaker market featured tallow at New York the past week. Extra lost about  $\frac{1}{4}$  c lb., from previous week's levels. Following business at 6% c f.o.b., a drop of  $\frac{1}{4}$  c from the previous sales, business in extra was accomplished at 6% c f.o.b., with rumors current on Wednesday of subsequent sales at 6% c f.o.b. About mid-week sales were reported at New York of extra at 6% c f.o.b., the West.

Notwithstanding the decline, soapers did not appear anxious for supplies. The tendency on the part of consumers was to back away. While scattered sales were reported, producers are not freely pressing stuff at the lower levels. It was quite apparent that the market was sufficiently unsettled to make for a more mixed sentiment.

Early in week sales were reported at New York of a round lot of South American No. 1 tallow at 6c c.i.f., but later reports had it that South American sellers were asking 6.20c c.i.f.

At New York, special was quoted at 6 $\frac{1}{2}$ @6% c; extra, 6% @6% c; edible, 8@8 $\frac{1}{4}$  c f.o.b.

At Chicago, market for tallow was irregularly lower, reflecting a continued slow demand and some increase in offerings. At Chicago, edible was quoted at 7 $\frac{1}{2}$ @8c; fancy, 7 $\frac{1}{4}$  c; prime packer, 6 $\frac{1}{2}$ @7c; special, 6 $\frac{1}{2}$  c; No. 1, 6% @6 $\frac{1}{2}$  c.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, June-July shipment, was off 6d at 28s. Australian good mixed at Liverpool, June-July shipment, was off 1s for the week at 29s.

**STEARINE** — Market was rather quiet at New York and about steady. Oleo was quoted at 9% @9 $\frac{1}{2}$  c plant. At Chicago, market was quiet and barely steady, with oleo quoted at 9c.

**OLEO OIL**—Demand was moderate at New York, and market was about steady. Extra was quoted at 11% @12c; prime, 11% @11 $\frac{1}{2}$  c; lower grades, 10 $\frac{1}{2}$  c. At Chicago, demand was moderate and market steady. Extra was quoted at 11% c.

(See page 35 for later markets.)

**LARD OIL**—Market was quiet and steady at New York. Prime was quoted at 16% c; winter strained, 12c; extra, 11% c; extra No. 1, 11c; No. 1, 10 $\frac{1}{2}$  c; No. 2, 10 $\frac{1}{4}$  c.

**NEATSFOOT OIL** — Interest was routine at New York and the market was unchanged. Pure was quoted at 11% c; extra, 11 $\frac{1}{4}$  c; No. 1, 11c; cold pressed, 16 $\frac{1}{4}$  c.

**GREASES**—A quiet market and an easier tone featured greases at New

York the past week. Consuming demand was rather moderate, and buyers showed a tendency to back away, presumably influenced by lower trend in tallow. Offerings were not pressed on the decline, but undertone was barely steady. At New York, yellow and house were quoted at 6% @6 $\frac{1}{4}$  c; A white, 7@7 $\frac{1}{4}$  c; B white, 7@7 $\frac{1}{2}$  c; choice white, 7% @8c.

At Chicago, grease market was irregularly lower due to some increase in offerings and a continued slow demand. There was some interest in choice white grease at 8c delivered Cincinnati, or  $\frac{1}{4}$  c under previous sale. Yellow greases were inactive. At Chicago, brown was quoted at 5 $\frac{1}{2}$  c; yellow, 5% @6c; B white, 6 $\frac{1}{4}$  c; A white, 7 $\frac{1}{2}$  c; choice white, all hog, 8c.

### BY-PRODUCTS MARKETS

Chicago, June 20, 1935.

#### Blood.

Market quiet; last sales at \$2.75.

	Unit.
	Ammonia.
Ground .....	\$2.80@2.85
Unground .....	2.75@2.80

#### Horns, Bones and Hoofs.

Little change; prices largely nominal.

Horns, according to grade.....	\$50.00@80.00
Mfg. shin bones.....	45.00@75.00
Cattle hoofs .....	27.00@28.00
Junk bones .....	15.00@16.50

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

#### Bone Meals (Fertilizer Grades).

Market steady and featureless; prices unchanged.

Steam, ground, 3 & 50 .....	\$18.00@19.00
Steam, unground, 3 & 50 .....	16.50@17.50

### Digester Feed Tankage Materials.

Demand continues very light; offerings are neglected.

	Unit
	Ammonia.
Unground, 10 to 12% ammonia.....	\$2.50@2.75
Unground, 8 to 10% .....	2.30@2.45
Liquid stick .....	@2.25

### Dry Rendered Tankage.

Demand good; offerings light.

Hard pressed and exp. unground per unit protein .....	\$ .65@ .67 $\frac{1}{2}$
Soft prod. pork, ac. grease & quality, ton .....	@50.00
Soft prod. beef, grease & quality, ton .....	@40.00

### Packhouse Feeds.

This market steady with last week.

	Carlots.
Digester tankage meat meal 60% ....	@ 40.00
Meat and bone scraps, 50% .....	@ 40.00
Steam bone meal, 65%, special feeding, per ton .....	@ 30.00
Raw bone meal for feeding.....	@ 30.00

### Fertilizer Materials.

Market is seasonally quiet; prices \$2.20@2.40 & 10c.

High grd. tankage, ground, 10@12% am. ....	\$2.20@2.40 & 10c
Bone tankage, ungrd., low gd., per ton .....	@16.00
Hoof meal .....	@ 2.00

### Gelatine and Glue Stocks.

Demand fair for skulls, jaws and knuckles.

Calf trimmings .....	@20.00
Sinews, pizzles .....	@12.00
Horn piths .....	@16.00
Cattle jaws, skulls and knuckles ..	@25.00
Hide trimmings (new style) .....	@ 7.00
Hide trimmings (old style) .....	@10.00
Pig skin scraps and trim, per lb. ....	@ 5c

### Animal Hair.

Market largely nominal.

Summer coil and field dried.....	1 $\frac{1}{4}$ @ 1 $\frac{1}{4}$ c
Winter coil, dried .....	@ 2 c
Processed, black, winter, per lb. ....	8 $\frac{1}{4}$ @ 9 c
Processed, grey, winter, per lb. ....	7 $\frac{1}{4}$ @ 8 c
Cattle, switches, each .....	1 $\frac{1}{4}$ @ 2 c

\*According to count.

## Trading in Tallow Futures

**PLANS** for future trading in tallow have recently been drawn up by the New York Produce Exchange. Trading in futures is scheduled to begin on June 26. Rules governing transactions include the following:

Unit of trading is to be 60,000 lbs. of loose tallow of contract grade. Tallow of this grade must be entirely animal fat, untreated, unbleached, of good merchantable quality, not darker in color than 13 FAC, not contain more than 6 per cent free fatty acids as oleic. Titre must be a minimum of 40 $\frac{1}{2}$  degs. Cent. and a maximum of 45 degs. Cent. Moisture, impurities and unsaponifiable matter combined shall be basis 1 per cent, maximum 2 per cent, with a pro rata allowance for any excess over 1 per cent.

Tenders of tallow of a quality su-

perior to that sold, but otherwise of similar character, shall be deemed a good delivery.

Members shall not issue transferable notices unless they have in their possession or control warehouse receipts described therein.

Metropolitan New York area is to be considered all points adjacent to New York having a local freight rate on tallow in tank cars to any other points in such area not in excess of 12 $\frac{1}{2}$  cents per 100 lbs., exclusive of emergency rates in effect June 1.

All taxes on imported tallow must be paid by seller prior to tendering, or allowance must be made on seller's invoice. When tallow is shipped from warehouse the amount shipped shall be within a reasonable percentage of amount called for on warehouse receipt,

and any amount under or over shall be settled for at current market price of tallow of same grade.

A tank car of tallow shall be 60,000 lbs. Seller must fill cars to capacity.

Licensed warehouses may mingle or store together tallow which is tenderable on contracts for future delivery with other tallow which is tenderable.

Committee on tallow futures will arbitrate disputes between warehouses and holders of warehouse receipts.

Following minimum rates of commission shall be charged for each contract of 60,000 lbs.: Selling at a price up to and including 10 cents per pound, \$20 for members, \$30 for non-members; at 10.01 cents to 13 cents inclusive per lb., \$22 for members and \$33 for non-members; at 13.01 to 16 cents per lb. inclusive, \$24 for members, \$36 for non-members; at 16.01 and above per lb., \$26 for members, \$39 for non-members.

Fee for certification of tallow in storage tanks shall be \$5 for original certificate and \$2 for copies. Regular fee for sampling tallow in tanks shall be \$5. Whenever commission merchant agrees to advance money against shipping documents on tallow sold or bought, the commission shall be \$15 additional for each contract.

Samples of tallow submitted to bureau of chemistry of the exchange for analysis shall be tested in accordance with latest official methods of the American Oil Chemists Society.

## FERTILIZER MATERIALS

### BASIS NEW YORK DELIVERY.

Ammoniates.		
Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports:		
June, 1935	@	23.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	nominal	
Blood dried, 16% per unit	@	2.50
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory	2.50 & 10c	
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f.	@	34.50
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories	2.25 & 50c	
Soda nitrate, per net ton; bulk	@	23.50
June, 1935	@	24.80
in 200-lb. bags	@	25.50
in 100-lb. bags	@	25.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.50 & 10c	
Tankage, unground, 10-12% ammonia, 15% B. P. L., bulk	2.25 & 10c	
Phosphates.		
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@	22.00
Bone meal, raw, 4½ and 50 bags, per ton, c.i.f.	@	23.50
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@	8.00
Potash Salts.		
Manure salt, 30% bulk, per ton	@	12.90
Kainut, 20% bulk, per ton	@	10.00
Muriate in bulk, per ton, 40c unit K <sub>2</sub> O		
Sulphate in bags, per ton, basis 90%	@	29.85
Dry Rendered Tankage.		
50% unground	@	.62½
60% ground	@	.67½

## EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, June 19, 1935.

Ground tankage sold at \$2.35 and 10c and unground at \$2.25 and 10c f.o.b., New York. Buyers views are lower on unground tankage than the last sale.

Dried blood is offered at \$2.50 per unit of ammonia, f.o.b., New York, with no buying interest.

While unground dried fish scrap is quoted at \$2.50 and 10c, business might be done at a little lower price, f.o.b., Fish Factories, Virginia, for shipment, if and when made. Practically no foreign fish meal is arriving, pending the outcome of the Bill in Congress which carries a duty of \$12.50 per ton on imported fish meals.

Trading in dry rendered tankage is very light.

## CRUSHERS DISCUSS IMPORT OIL

Growing volume of cottonseed oil importations into the United States was discussed at the annual convention of the Texas Cottonseed Crushers Association, held in Galveston on June 10 and 11. It was reported that 36,000 tons of oil have been shipped into the United States since last August from Brazil, Argentina and Russia. At ports of Houston and Galveston about 9,000 tons of sunflower oil, cottonseed oil, sesame seed and soya bean cake were received in first 4 months of 1934.

It was reported that drought and curtailed acreage have caused a decrease in Texas production from an annual average of 2,500,000 tons to approximately 1,000,000 tons in 1934. F. N. Foxhall, Memphis, Tex., was elected president of the organization and Henry Womble, Caldwell, its vice president.

## COTTON OIL DIRECTORS MEET

Fourteen new members of the board of directors of the National Cottonseed Products Association will meet at Biloxi, Miss., June 28, to elect three directors at large, the executive vice president, secretary and treasurer of the organization. The following will participate in the directors' meeting: F. S. Hunt, Stanley Pratt, P. F. Cleaver, E. D. Black, C. W. Wallace, G. W. Covington, R. G. Gorham, A. L. Durant, John T. Stevens, W. H. Jasspon, R. M. Simmons, W. F. Pendleton, W. L. Weber and Henry Wunderlich.

## OKLA. COTTON OIL MEETING

Members of the Oklahoma division of the National Cottonseed Products Association met at Sulphur, Okla., on June 17 and 18. T. H. Gregory, executive vice president of the national organization, was a speaker at the meeting.

## HULL OIL MARKETS

Hull, England, June 19, 1935. — (By Cable.)—Refined cottonseed oil, 26s 6d; Egyptian crude cottonseed oil, 23s 6d.

## COTTON OIL TRADING

COTTONSEED OIL—Store oil demand was moderate, but offerings light and steadily held at New York. Southeast and Valley crudes were quoted at 9c nominal; Texas, 8½c nominal.

Market transactions at New York:

Friday, June 14, 1935.

—Range—Closing—  
Sales. High. Low. Bid. Asked.

Spot	.....	a	....
June	.....	1020	a Bid
July	6 1031 1023	1030	a 1033
Aug.	.....	1020	a 1040
Sept.	15 1030 1026	1028	a 1030
Oct.	7 1030 1025	1027	a 1029
Nov.	.....	1015	a 1035
Dec.	5 1015 1011	1015	a trad
Jan.	.....	1014	a 1018

Sales, 33 contracts.

Saturday, June 15, 1935.

Spot	.....	a	....
June	.....	1015	a Bid
July	.....	1029	a 1030
Aug.	.....	1020	a 1040
Sept.	3 1031 1030	1028	a 1030
Oct.	4 1029 1028	1026	a 1028
Nov.	.....	1015	a 1035
Dec.	.....	1011	a 1114
Jan.	.....	1014	a 1017

Sales, 7 contracts.

Monday, June 17, 1935.

Spot	.....	a	....
June	.....	1015	a Bid
July	4 1032 1030	1029	a 1031
Aug.	.....	1020	a 1035
Sept.	8 1030 1028	1027	a 1029
Oct.	5 1028 1028	1028	a 1029
Nov.	.....	1015	a 1030
Dec.	3 1012 1010	1010	a 1115
Jan.	.....	1016	a 1019

Sales, 20 contracts.

Tuesday, June 18, 1935.

Spot	.....	a	....
June	.....	1020	a Bid
July	9 1033 1031	1031	a trad
Aug.	.....	1025	a 1040
Sept.	8 1030 1030	1030	a trad
Oct.	5 1030 1027	1028	a 1029
Nov.	.....	1010	a 1025
Dec.	3 1015 1014	1015	a trad
Jan.	.....	1017	a 1022

Sales, 26 contracts.

Wednesday, June 19, 1935.

Spot	.....	a	....
June	.....	1005	a Bid
July	62 1029 1012	1013	a 14tr
Aug.	.....	1005	a 1020
Sept.	39 1025 1009	1012	a 1015
Oct.	31 1021 1010	1011	a 1014
Nov.	.....	995	a 1015
Dec.	13 1008 995	995	a trad
Jan.	18 1010 997	997	a 99tr

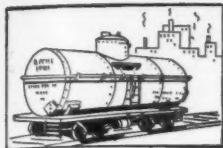
Sales, 163 contracts.

Thursday, June 20, 1935.

July	.....	1022	1000	1018	a 1021
Sept.	.....	1020	1003	1017	a 1019
Oct.	.....	1015	1004	1015	a 1018
Dec.	.....	999	986	997	a 996
Jan.	.....	997	993	996	a 1001

(See page 35 for later markets.)





# Vegetable Oils

## Weekly Market Review



### Trade Fair—Operations Mixed— Prices Easier—Cash Trade Moderate— Crude Unchanged— Weather South Wet and Unfavorable.

Cotton oil futures market experienced a fair volume of trading the past week. Operations were mixed and lacked aggressiveness from either side. Trend was somewhat easier, and compared with previous week, prices were off about  $\frac{1}{4}$  c lb.

Outside developments and unfavorable crop news from South failed to bring about any important buying in oil. Scattered commission house liquidation and professional bearishness accounted for the easier trend. Locals were not inclined to press the market on the downturn. Ring sentiment continued against the market, while in commission house quarters the feeling as to the immediate future was divided.

The lard market backed and filled and was barely steady. Lard felt the influence of a disappointing meat demand rather than any particular depressing factor in the lard situation itself. Cotton was barely steady, the market making a poor response to heavy rains in the western belt. The weather in the Corn Belt during week was wet and unsatisfactory, and corn prices rose rather sharply for a time. However, this failed to stimulate buying of oil or lard to any extent.

### Cash Trade Fair; Crude Dull

Cash oil demand was fair to moderate, but satisfactory trade compared with the previous month. Crude markets were dull and nominal. Southeast and Valley were quoted at 9c; Texas, 8 $\frac{1}{2}$ c.

Visible supply of oil is steadily decreasing, and will continue to do so until new oil moves freely. Carryover

of cotton oil promises to be larger than earlier anticipated, but there is a tendency to lose sight of the fact that the carryover will be materially smaller than those of the past few seasons.

Acreage of new cotton crop is larger than last year, but the crop is off to a wet May and June, a situation which in previous seasons made for a light average yield per acre. On the other hand, heavy moisture in Texas may later compensate for any damage done thus far.

**COCOANUT OIL**—Demand was rather quiet and tone continues easy. Prices at the lowest levels in some time. At New York, tanks were quoted at 4 @4 $\frac{1}{2}$ c at the Pacific Coast, tanks were reported available as low as 4c.

**CORN OIL**—Market was steady but quiet at New York. Buyers were absent, but sellers continued to hold at 9c.

## SOUTHERN MARKETS

### New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., June 20, 1935.—Erratic markets based on political news and declining hogs and lard have lowered future prices until they now are  $\frac{1}{2}$ c a lb. below parity of crude, which is salable 8 $\frac{1}{2}$ @8 $\frac{1}{2}$ c a lb. With cotton crop about three weeks late and weather still unfavorable it looks as though first revival in demand will cause quick upturn in cotton oil. Soapstock and black grease steady with offerings unusually light.

### Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., June 20, 1935.—Crude cottonseed oil 9c lb. nominal; forty-one per cent protein Valley meal \$25.85 f.o.b. Memphis, June shipment.

**SOYA BEAN OIL**—Demand was quiet and market easier. Prices at New York were quoted at 8 $\frac{1}{4}$ @8 $\frac{1}{2}$ c nominal.

**PALM OIL**—Very little business was passing in this market. Undertone was fairly steady. At New York, spot Nigre was quoted at 4 $\frac{1}{2}$ c; shipment Nigre, 4 $\frac{1}{2}$ c; Sumatra tanks, 4 $\frac{1}{2}$ c; bulk, 4 $\frac{1}{2}$ @4 $\frac{1}{2}$ c.

**PALM KERNEL OIL**—Market was quiet and sellers at New York were quoting 4.30@4.80c according to origin.

**OLIVE OIL**—Interest appeared routine, but trade was quiet. Tone was steady at New York. Spot barrels were quoted at 8 $\frac{1}{4}$ @8 $\frac{1}{2}$ c; tanks, 7 $\frac{1}{2}$ @8 $\frac{1}{2}$ c.

**RUBBERSEED OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Market was quiet and featureless at New York, and quoted at 9 $\frac{1}{2}$ @9 $\frac{1}{2}$ c.

## MEMPHIS PRODUCTS MARKETS

(Special Report to The National Provisioner.)

Memphis, Tenn., June 19, 1935.

Cottonseed meal was lower on easier grain and freer offerings, losing all of Tuesday's advance. The first sales were of October at \$26.05, or a decline of 45c, and later sold at \$26.00, as did September in fair quantity. Trading was in somewhat better volume, although buyers showed less interest than on previous days. Consuming demand is reported as hardly seasonable, with the cash market dull and quiet. The close was steady at declines of 50 @75c.

Trading in cottonseed was quiet with prices lower, in sympathy with the decline in both oil and meal, with closing prices 50c@\$.1.00 lower.



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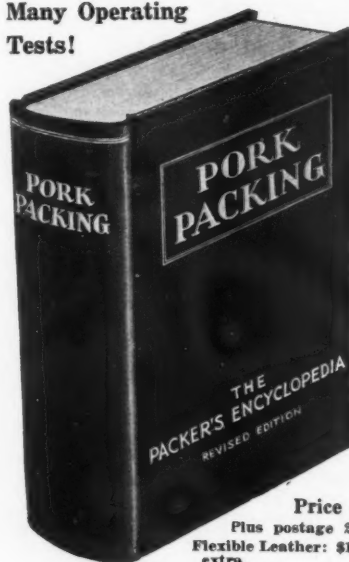
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CHICAGO

# WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS

### Provisions

Provisions steady with moderate mixed trade. Lard relatively firm; hogs barely steady. Top \$9.85, Chicago.

### Cottonseed Oil

Cotton oil was quiet and steady during latter part of week. Trade mixed; outside steadiness checking declines. Cash trade was moderate. Crude nominally unchanged; tendency was to await developments.

Quotations on bleachable cottonseed oil Thursday noon were: July, \$10.09; Sept., \$10.07@10.08; Oct., \$10.08; Dec., \$9.89; Jan., \$9.92@9.95.

### Tallow

Tallow, extra, 6½c f.o.b.

### Stearine

Stearine, 9½@9½c sales.

## Friday's Lard Markets

New York, June 21, 1935.—Prices are for export; no tax. Lard, prime western, \$12.30@12.40; middle western, \$12.30@12.40; city, 11½c; refined Continent, 12½@12½c; South American, 12½@12½c; Brazil kegs, 12½@13c; compound, 13½c in carlots.

## NEW YORK BEEF IMPORTS

(Special Wire to The National Provisioner.)

New York, June 21, 1935.

Local beef market very poor; demand slow, little or no interest in New Zealand or Canadian beef. Large New Zealand shipment due on July 15. Week's imports were: New Zealand, none; Canada, 6,600 lbs. and 1,300 fresh beef loins.

South America and Antipodes sent 437,000 lbs. oleo oil and tallow; 127,920 lbs. canned meat.

## WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on June 20, 1935:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
<b>STEERS:</b>				
(1) (300-500 lbs.) choice.....	\$16.50@17.50	.....	\$15.00@17.00	.....
Good .....	14.50@16.50	.....	13.50@15.50	.....
Medium .....	11.50@14.50	.....	11.50@13.50	.....
Common .....	10.50@11.50	.....	10.50@11.50	.....
<b>STEERS:</b>				
(500-600 lbs.) choice.....	16.50@18.00	.....	15.50@17.00	17.00@18.00
Good .....	14.50@16.50	.....	13.50@15.50	14.00@16.00
Medium .....	12.00@14.50	.....	11.50@13.50	12.50@14.00
Common .....	11.00@12.00	.....	10.50@11.50	11.00@12.50
<b>STEERS:</b>				
(600-700 lbs.) choice.....	16.50@18.00	.....	15.50@17.50	17.00@18.00
Good .....	15.00@16.50	.....	14.00@15.50	14.00@16.00
Medium .....	13.00@15.00	12.50@14.50	12.00@14.00	12.50@14.00
<b>STEERS:</b>				
(700 lbs. up) choice.....	16.50@18.00	16.50@17.50	16.00@17.50	17.00@18.00
Good .....	15.00@16.50	15.00@16.00	14.00@16.00	14.00@16.00
<b>COWS:</b>				
Good .....	12.00@13.00	11.50@12.50	12.00@13.00	12.00@13.00
Medium .....	10.00@12.00	10.50@11.50	10.00@12.00	10.50@12.00
Common .....	8.50@9.50	9.50@10.50	9.00@10.00	9.00@10.50
<b>Fresh Veal and Calf:</b>				
<b>VEAL:</b>				
(2) choice .....	13.00@14.00	13.00@14.00	13.00@15.00	12.00@13.00
Good .....	12.00@13.00	12.00@13.00	12.00@13.00	11.00@12.00
Medium .....	10.50@12.00	11.00@12.00	10.00@12.00	9.00@11.00
Common .....	9.50@10.50	10.00@11.00	9.00@10.00	8.00@9.00
<b>Fresh Lamb and Mutton:</b>				
<b>SPRING LAMB:</b>				
Choice .....	16.00@17.00	16.00@17.00	15.00@16.00	16.00@17.00
Good .....	15.00@16.00	15.00@16.00	14.00@15.00	15.00@16.00
Medium .....	14.00@15.00	14.00@15.00	13.00@14.00	13.00@15.00
<b>YEARLING:</b>				
(40-55 lbs.) choice.....	14.00@15.50	14.00@15.00	12.00@14.00	14.00@15.00
Good .....	13.00@14.00	13.00@14.00	11.00@13.00	13.00@14.00
Medium .....	12.00@13.00	12.00@13.00	10.00@12.00	12.00@13.00
<b>MUTTON:</b>				
(Ewe) (70 lbs. down) good.....	9.00@10.00	8.00@9.00	6.00@8.00	7.00@8.00
Medium .....	8.00@9.00	7.00@8.00	5.00@6.00	6.00@7.00
Common .....	7.00@8.00	6.00@7.00	4.50@5.50	5.00@6.00
<b>Fresh Pork Cuts:</b>				
<b>LOINS:</b>				
8-10 lbs. avg. ....	22.00@23.50	22.00@23.00	21.00@22.00	21.00@23.00
10-12 lbs. avg. ....	21.00@22.50	22.00@23.00	20.00@21.50	20.00@22.00
12-15 lbs. avg. ....	19.50@21.00	20.00@22.00	19.00@20.00	18.00@20.00
16-22 lbs. avg. ....	17.00@18.00	18.00@20.00	17.50@19.00	16.50@18.00
<b>SHOULDERS: N. Y. Style: Skinned:</b>				
8-12 lbs. avg. ....	17.00@18.50	.....	17.00@18.50	16.00@18.00
<b>PICNICS:</b>				
6-8 lbs. avg. ....	.....	17.00@18.00	.....	.....
<b>BUTTS: Boston Style:</b>				
4-8 lbs. avg. ....	21.00@22.50	.....	20.00@22.00	20.00@22.00
(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.				

## BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, June 20, 1935.

General provision market steady but dull. Poor demand for hams but expect improvement soon. Very poor demand for lard.

Thursday's prices were: Hams, American cut, 88s; hams, long cut, 87s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 61s; Wiltshires, unquoted; Cumberlands, exhausted; Canadian Wiltshires, 87s; Canadian Cumberlands, 78s; spot lard, 60s 9d.

## LIVERPOOL PROVISION PRICES

Prices for 100 lbs. of quality product at Liverpool on May 29, 1935, with comparisons were as follows:

	May 29, 1935.	May 22, 1935.	May 30, 1934.
American green bellies.....	\$14.23	\$14.27	\$17.46
Danish Wiltshire sides.....	21.18	20.55	19.50
Canadian green sides .....	18.53	18.08	16.89
American short green hams .....	19.98	19.76	19.14
American refined lard.....	13.73	13.61	5.49

## MEAT AND LARD EXPORTS

Exports of lard, hams and bacon through port of New York during week ended June 21 totaled 273,300 lbs. of lard and 314,525 lbs. of meat.

Lard exports from the United States for the full week ended June 15, 1935, totaled 1,661,100 lbs. against 6,680,892 lbs. for the same week in 1934. For the packer year to date, exports of lard have totaled 83,309,267 lbs. against 266,339,426 lbs. for the same 1933-34 period, a decrease of approximately 178 million pounds.

Bacon and ham exports for the week ended June 15, 1935, totaled 1,932,772 lbs. against 1,920,700 lbs. for the corresponding week in 1934. For the packer year to date, exports of these products totaled 86,160,822 lbs. against 92,495,580 lbs. for the like 1933-34 period.

## ARGENTINE BEEF EXPORTS

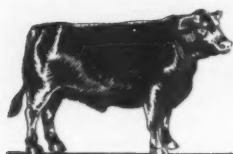
Cable reports of Argentine exports of beef this week up to June 21, 1935, show exports from that country were as follows: To the United Kingdom, 88,243 quarters; to the Continent, 13,401. Exports the week ending June 14 were: To England, 125,382 quarters; to the Continent, 296 quarters.

## CANNED MEAT EXPORTS

Canned meat exports from the United States during April, 1935, are reported as follows:

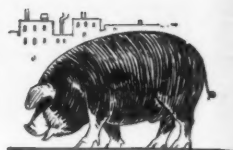
	Total lbs.	Value.
Canned beef .....	265,730	\$ 91,195
Canned pork .....	865,048	318,568
Canned sausage .....	81,212	21,577
Other canned meats.....	70,836	18,778
<b>Total .....</b>	<b>1,282,832</b>	<b>\$445,118</b>
To insular possessions.....	655,876	
<b>Total .....</b>	<b>1,938,708</b>	





# Live Stock Markets

## Weekly Review



### CHICAGO

Reported by U. S. Bureau of Agricultural Economics.

Chicago, June 20, 1935.

**CATTLE**—Compared with last Friday: All grades fed steers and yearlings, 25c lower. Narrow shipping demand in sympathy with semi-demoralized eastern dressed market was main weakening factor. There was considerable beef in run. Prime steers topped at \$13.00; next highest price, \$12.60; better grade steers, mainly \$10.50 upward; yearlings, \$10.00 upward. Top on long yearlings for week was \$11.65; lower grades, \$9.50 down to \$7.00 mainly; better grade yearling heifers, 25c lower, best \$10.25; common and medium grades, steady to weak; cows, steady to 25c lower, better grade beef cows off most; bulls, strong; vealers, 50@75c higher.

**HOGS**—Compared with last Friday: Generally 20@30c lower, medium grade off more; packing sows, 10@15c down; top Monday \$10.00; Wednesday, \$9.70; lowest in over a month; late bulk 200 to 240 lbs., \$9.60@9.75; 240 to 325 lbs., \$9.00@9.65; 140 to 200 lbs., \$9.00

@9.70; good packing sows, \$8.25@8.60.

**SHEEP**—Compared with last Friday: Most spring lambs and yearlings, 25@50c lower; sheep, weak to 25c off; week's top spring lambs, \$8.50 on both natives and westerners; bulk better grade natives, \$8.00@8.25; rangers, \$8.00@8.15; best droves, \$8.35@8.50; yearlings, \$5.50@6.50; ewes, \$1.50@3.25. Only best lightweights were quotable \$3.50.

### KANSAS CITY

Reported by U. S. Bureau of Agricultural Economics.

Kansas City, Mo., June 20, 1935.

**CATTLE**—No strictly choice heavy steers were available; best offered, \$11.00 for top; choice 950-lb. yearlings, \$11.00; most short fed arrivals, \$8.00@10.25. Light mixed yearlings and fed heifers shared steer decline, while slaughter cows were weak to 25c off. Bulls, steady to 25c higher; vealers, about steady, with the late top at \$8.00.

**HOGS**—Closing levels are mostly 10@15c under last Friday. Late top rested at \$9.40 on choice 210- to 240-lb. weights; most 180 to 260-lb. aver-

ages, \$9.20@9.40; desirable 270 to 325-lb. butchers, \$9.00@9.25; while 140- to 170-lb. selections, at \$8.65@9.15; packing sows, steady at \$8.25 down.

**SHEEP**—Springers are 10@15c over late last week. Choice natives reached \$8.10, with more desirable lots at \$8.00@8.10. Yearlings are around 25c lower; best, \$6.00; most medium to good kinds, at \$5.00@5.35; aged sheep, steady; odd head light ewes, to \$3.00; most sales, \$2.00@2.75.

### ST. LOUIS

Reported by U. S. Bureau of Agricultural Economics.

St. Louis, Mo., June 20, 1935.

**CATTLE**—Compared with last Friday: Steers, 50c@1.00 lower; mixed yearlings and heifers, 25@50c lower; cows, 50c lower; cutters, low cutters and vealers, steady; top sausage bulls, 25c higher; others, 25c lower. Bulk of steers brought \$8.10@9.35; top medium weights, \$11.25; top yearlings, \$10.65; bulk mixed yearlings and heifers, \$7.00@9.60; top \$10.25; most cows, \$4.50@5.75, top \$7.50; cutters and low cutters, largely \$2.75@3.75. Period closed with

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Louisville, Ky.  
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Sioux City, Iowa  
Montgomery, Ala.

### HOGS — SHEEP — CALVES — CATTLE

## H. L. SPARKS & CO.

National Stock Yards, Ill.—Phone East 6261  
Mississippi Valley Stock Yds., St. Louis, Mo.  
Phone Celfax 6900 or L. D. 259  
Springfield, Mo.—Phone 3339

### Order Buyer of Live Stock

## L. H. McMURRAY

Indianapolis, Indiana

top sausage bulls \$6.00; top vealers, \$8.00.

**HOGS**—Compared with last Friday: Butchers sold off mostly 25c; light lights and pigs to 15@25c lower; sows, mostly 25c off. Top of \$9.60 was realized Thursday; 180 to 230 lbs., \$9.50@9.60; 240 to 300 lbs., \$9.30@9.50; 150 to 170 lbs., \$9.15@9.50; 100 to 140 lbs., \$8.25@9.00; sows, \$8.10@8.40.

**SHEEP**—A top of \$8.50 was paid on lambs; majority, \$7.75@8.25; throw-outs, \$5.50; a few clipped yearlings, \$6.50 down; fat ewes, largely \$1.50@3.00.

## OMAHA

Reported by U. S. Bureau of Agricultural Economics.

Omaha, Neb., June 20, 1935.

**CATTLE**—Prices worked unevenly lower early in the week, but part of decline was regained on mid-week session. Current prices are mostly 25@50c under Friday of last week, strictly good to choice grades showing full downturn. Heifer prices declined fully 25c; beef cows, steady; cutter grades, strong; bulls, 25c lower; vealers, steady. Strictly choice 1,166-lb. steers topped at \$11.50.

**HOGS**—Compared with last Friday: Market around 10@15c lower, instances 25c off; practical top Thursday, \$9.25; bulk, good to choice, 190 to 270 lbs., \$9.10@9.25; 270 to 300 lbs., \$8.90@9.10; 300 to 400 lbs., \$8.50@8.90; 170 to 190 lbs., \$8.75@9.10; 140 to 170 lbs., \$8.25@8.75; pigs, \$7.50@8.25; packing sows, \$8.10@8.25; stags, \$7.75@8.25.

**SHEEP**—Thursday's bulk good and choice range lambs, \$7.50@8.25; bulk sorted native lambs, \$8.00@8.25; fed shorn yearlings, mostly \$6.25; woolled yearlings, up to \$6.75; good and choice shorn ewes, \$1.75@2.75.

## ST. PAUL

By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.

So. St. Paul, Minn., June 19, 1935.

**CATTLE**—Fat steer prices have been discounted around 50c or more this week, putting most medium to good yearlings and light steers at \$7.50@9.50; a few better lots up to \$10.00 or more; cutter and common, \$4.50@7.00. Most butcher heifers brought \$5.50@8.00; a few \$9.25 or more; grassy beef cows, \$4.50@6.00; odd head grain feds, \$7.00@8.00; cutters and low cutters, \$3.00@4.25; bulls, mainly \$4.25@5.25; desirable vealers, \$5.50@7.00; throw-outs, down to \$3.50 or less.

**HOGS**—The hog market continued downward this week, better 180-260 lbs. selling today mainly at \$9.00@9.20, with a few at \$9.25@9.30. Better 260@300 lb. cashed at \$8.65@9.00; heavier weights, \$8.35@8.65; good sows, \$8.00@8.15; 140- to 180-lb. hogs, \$9.00@9.20; pigs, \$9.25 down.

**SHEEP**—Desirable ewe and wether

spring lambs cashed at \$7.75; fat buck lambs, \$6.75; medium to good yearlings, \$5.75; good to choice shorn ewes, \$1.75@3.00.

## CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Iowa, June 20, 1935.

Hog prices at 22 concentration points and 9 packing plants in Iowa and Minnesota were mostly 15@25c lower this week. Late sales good to choice 200- to 250-lb. truck deliveries, \$8.85@9.15; bulk delivered at plants, \$8.95@9.15, few \$9.20; rail consignments, \$9.30; 250- to 290-lbs., mostly \$8.70@9.05; 290- to 350-lbs., \$8.40@8.85; 180- to 200-lbs., \$8.75@9.15; 150- to 180-lbs., \$8.50@9.00; 140- to 160-lbs., \$7.90@8.60; good packing sows, \$7.70@8.15, few \$8.25; big weights, down to \$7.50 and below.

Receipts week ended June 20, 1935:

	This week.	Last week.
Friday, June 14	15,200	13,900
Saturday, June 15	12,200	12,100
Monday, June 17	29,500	27,800
Tuesday, June 18	11,000	10,900
Wednesday, June 19	6,200	14,900
Thursday, June 20	12,100	17,100

## RECEIPTS AT CHIEF CENTERS

Combined receipts at principal markets, week ended June 15, 1935:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended June 15	168,000	233,000	282,000
Previous week	190,000	252,000	286,000
1934	185,000	307,000	201,000
1933	190,000	599,000	331,000
1932	150,000	465,000	409,000
1931	200,000	501,000	300,000

Hogs at 11 markets:

Week ended June 15.....	190,000
Previous week .....	213,000
1934 .....	332,000
1933 .....	497,000
1932 .....	382,000
1931 .....	440,000

At 7 markets:

At markets.	Cattle.	Hogs.	Sheep.
Week ended June 15.....	123,000	164,000	149,000
Previous week .....	128,000	175,000	163,000
1934 .....	149,000	288,000	128,000
1933 .....	146,000	424,000	181,000
1932 .....	115,000	323,000	200,000
1931 .....	161,000	392,000	217,000

## PACIFIC COAST LIVESTOCK

Livestock receipts for five-day period ended June 15, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	6,641	1,165	311	3,676
San Francisco	1,150	101	1,450	4,000
Portland	2,325	500	2,075	5,400

In addition to the above were direct shipments to Los Angeles packers: cattle, 43 cars; hogs, 60 cars; sheep, 44 cars. San Francisco directs: 600 cattle, 197 calves, 950 hogs, 1,700 sheep.

## NEW YORK LIVESTOCK

Receipts of livestock at New York markets for week ended June 15, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	2,976	6,606	4,485	39,338
Central Union	2,240	3,847	....	12,371
New York	148	3,303	8,398	2,076
Total	5,364	13,756	12,883	53,785
Previous week	5,613	12,290	10,723	54,770
Two weeks ago	3,722	12,383	11,793	34,998

## LIVESTOCK PRICES COMPARED

Livestock prices at Chicago during May, 1935, with comparisons:

	May, 1935.	Apr., 1935.	May, 1934.
SLAUGHTER CATTLE AND VEALERS.			
Steers—			
550-900 lbs.,	Choice ... \$12.15	\$12.52	\$ 7.15
	Good ... 11.21	11.67	6.40
	Medium ... 9.46	9.89	5.11
	Common ... 7.59	7.81	4.82
9.00-1100 lbs.,	Choice ... 13.33	13.72	8.04
	Good ... 11.86	12.30	6.91
	Medium ... 9.86	10.10	5.84
	Common ... 7.08	8.20	4.96
1100-1300 lbs.,	Choice ... 14.13	14.38	8.70
	Good ... 12.21	12.58	7.67
	Medium ... 10.19	10.44	6.51
	Choice ... 14.43	14.56	9.08
	Good ... 12.36	12.76	8.11
Heifers—			
550-750 lbs.,	Choice ... 11.11	11.39	6.30
	Good ... 10.01	10.20	5.63
	Com.&med. 7.68	7.86	4.29
750-900 lbs.,	Good & ch. 1.095	11.20	6.12
	Com.&med. 7.92	8.00	4.43
Cows—			
	Choice ... 9.62	....	....
	Good ... 8.40	8.73	4.46
	Common & medium ... 6.31	6.23	3.31
	Low cutter & cutter ... 4.42	4.13	2.06
Bulls (yearlings excluded)—			
	Good (beef) ... 7.03	6.59	3.43
	Cutter, com. & med. ... 6.00	5.28	2.93
Vealers—			
	Good & choice ... 8.33	8.36	5.97
	Medium ... 6.30	6.80	4.70
	Cull & common ... 4.84	5.30	3.48
Calves, 250-500 lbs.—			
	Good & choice ... 8.64	8.76	4.75
	Common & medium ... 5.40	5.67	3.50
HOGS:			
Light light, 140-180 lbs.—			
	Good and choice ... 9.00	8.76	3.27
	Medium ... 8.81	8.47	....
Light weight—			
	160-180 lbs., good & ch. ... 9.28	8.94	3.49
	Medium ... 9.05	8.74	....
	180-200 lbs., good & ch. ... 9.41	9.06	3.59
	Medium ... 9.24	8.90	....
Medium weight—			
	200-220 lbs., good & ch. ... 9.51	9.11	3.64
	220-250 lbs., good & ch. ... 9.33	9.10	3.06
Heavy weight—			
	250-290 lbs., good & ch. ... 9.46	9.02	3.64
	290-350 lbs., good & ch. ... 9.34	8.93	3.55
Packing sows—			
	275-350 lbs., good ... 8.63	8.30	3.12
	350-425 lbs., good ... 8.57	8.27	3.06
	425-550 lbs., good ... 8.50	8.21	2.87
	275-550 lbs., medium ... 8.20	7.84	2.76
Slaughter pigs, 100-140 lbs.—			
	Good & ch. ... 8.53	8.14	2.46
	Medium ... 8.17	7.76	....
Excluding processing tax.			
Maximum weight range 130 lbs. prior to Jan. 1, 1935.			
SHEEP AND LAMBS:			
Spring lambs—			
	Choice ... 9.00	....	10.62
	Good ... 8.38	....	9.96
	Medium ... 7.51	....	9.15
Lambs—			
	90 lbs. down, Gd. & ch. <sup>2</sup> 7.60	8.11	8.43
	Com.&med. 6.74	7.34	7.22
	90-98 lbs., Gd. & ch. <sup>2</sup> 7.50	8.02	8.34
	98-110 lbs., Gd. & ch. <sup>2</sup> 7.39	7.90	....
Yearling wethers—			
	90-110 lbs., Gd. & ch. 6.83	7.14	7.41
	Medium . 5.97	6.55	6.62
Ewes—			
	90-120 lbs., Gd. & ch. 3.50	4.64	3.15
	120-150 lbs., Gd. & ch. 3.32	4.48	2.91
	All wts., Com.&med. 2.28	3.52	2.16
<sup>1</sup> Shorn basis.			
<sup>2</sup> Quotations based on ewes and wethers.			

## CALIF. INSPECTED SLAUGHTERS

Animals slaughtered under state inspection in California in May, 1935:

Cattle	49,382
Calves	30,900
Hogs	45,838
Sheep	117,416

Meat food products inspected:

	Lbs.
Sausage	2,080,377
Pork and beef	1,776,826
Lard and lard substitutes	1,132,948
Jerked (beef)	193
Chili	1,000
Total	4,991,344

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, June 15, 1935, with comparisons, are reported to The National Provisioner as follows:

### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,553	2,016	1,119
Swift & Co.	2,286	1,501	2,929
Morris & Co.	2,124	.....	390
Wilson & Co.	4,333	1,102	5,044
Anglo-Amer. Prov. Co.	398	.....	.....
G. H. Hammond Co.	1,410	801	.....
Shippers	9,113	6,416	639
Others	8,070	14,281	2,919

Brennan Packing Co., 2,102 hogs; Hygrade Food Products Corp., 1,111 hogs; Agar Pkg. Co., 4,900 hogs.

Total: 31,487 cattle; 5,884 calves; 33,339 hogs; 13,040 sheep.

Not including 1,040 cattle, 1,386 calves, 29,361 hogs and 30,932 sheep bought direct.

### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,173	715	2,117	2,891
Cudahy Pkg. Co.	1,771	1,181	1,031	5,654
Morris & Co.	1,061	482	.....	2,094
Swift & Co.	1,783	1,306	1,808	5,037
Wilson & Co.	1,888	1,217	1,265	5,227
Kornblum & Son.	725	.....	.....	.....
Indpt. Pkg. Co.	.....	111	.....	5,719
Others	5,577	306	1,616	5,719

Total: 14,988 cattle; 5,267 calves; 7,998 hogs; 26,642 sheep.

### OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,504	4,040	3,659	9,226
Cudahy Pkg. Co.	4,307	3,579	3,077	.....
Dold Pkg. Co.	730	.....	.....	.....
Morris & Co.	1,203	390	976	.....
Swift & Co.	3,026	2,600	5,060	.....
Others	.....	10,022	.....	.....

Eagle Pkg. Co., 14 cattle; Geo. Hoffman Pkg. Co., 35 cattle; Grt. Omaha Pkg. Co., 35 cattle; Lewis Pkg. Co., 307 cattle; Omaha Pkg. Co., 74 cattle; J. Roth & Sons, 40 cattle; So. Omaha Pkg. Co., 41 cattle; Lincoln Pkg. Co., 139 cattle; Sinclair Pkg. Co., 299 cattle; Wilson & Co., 588 cattle.

Total: 15,340 cattle and calves; 23,708 hogs; 18,291 sheep.

### EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,112	1,143	2,565	11,327
Swift & Co.	3,413	3,640	2,539	7,822
Morris & Co.	805	502	204	745
Hunter Pkg. Co.	.....	2,024	745	.....
Hell Pkg. Co.	.....	1,417	.....	.....
Krey Pkg. Co.	.....	2,303	.....	.....
Laclede Pkg. Co.	.....	639	.....	.....
Shippers	9,132	3,014	10,864	4,904
Others	3,969	4,063	10,530	869

Total: 20,307 cattle; 12,362 calves; 33,105 hogs; 25,757 sheep.

Not including 2,164 cattle, 4,126 calves; 15,926 hogs and 10,369 sheep bought direct.

### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,097	902	6,125	11,327
Armour and Co.	1,822	828	5,571	4,714
Others	914	55	492	.....

Total: 4,433 cattle; 1,875 calves; 12,188 hogs; 16,041 sheep.

### SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,974	185	5,076	2,195
Armour and Co.	2,909	120	4,876	1,208
Swift & Co.	2,489	132	2,646	1,487
Shippers	1,785	38	1,672	522
Others	101	23	21	.....

Total: 10,438 cattle; 408 calves; 14,291 hogs; 5,412 sheep.

### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,373	905	1,617	2,291
Wilson & Co.	2,327	890	1,690	2,531
Others	271	47	278	2

Total: 4,971 cattle; 1,602 calves; 3,585 hogs; 4,624 sheep.

Not including 48 cattle and 98 hogs bought direct.

### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,560	800	1,378	6,727
Jacob Dold Pkg. Co.	432	140	903	114
Wichita D. B. Co.	15	.....	.....	.....
Dunn-Ostertag	82	.....	.....	.....
Fred W. Dold & Sons	100	.....	253	.....
Sunflower Pkg. Co.	54	.....	79	.....
Wichita Pkg. Co.	96	.....	.....	.....

Total: 2,348 cattle; 1,015 calves; 2,673 hogs; 6,841 sheep.

Not including 305 hogs bought direct.

### DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	928	11	937	20,941
Swift & Co.	781	68	557	10,116
Others	1,470	384	1,319	21,672

Total: 3,179 cattle; 463 calves; 2,813 hogs; 52,729 sheep.

### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,396	2,836	3,726	1,460
Cudahy Pkg. Co.	857	1,834	.....	.....
Swift & Co.	3,940	4,391	5,755	2,781
United Pkg. Co.	2,200	415	.....	.....
Others	1,028	32	1,104	17

Total: 10,621 cattle; 9,166 calves; 10,585 hogs; 4,258 sheep.

### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,540	4,634	5,005	908
U. D. Beef Co.	36	.....	.....	.....
B. Gunz & Co.	39	21	.....	8
Armour and Co., Mil.	632	2,378	.....	.....
N. Y. B. D. M. Co.	20	.....	.....	.....
Shippers	108	43	24	64
Others	341	649	1	185

Total: 2,916 cattle; 7,725 calves; 5,030 hogs; 1,165 sheep.

### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,488	651	7,084	4,338
Armour and Co.	803	413	2,192	.....
Hilgemeyer Bros.	5	.....	473	.....
Stumpf Bros.	.....	.....	91	.....
Schussler Pkg. Co.	60	.....	189	.....
Indiana Prov. Co.	19	36	68	14
Moler Pkg. Co.	81	2	95	.....
Art Wabulitz	13	134	.....	87
Mass-Hartman Co.	52	10	.....	.....
Shippers	1,874	2,013	12,972	1,084
Others	1,072	313	52	326

Total: 5,469 cattle; 3,572 calves; 23,816 hogs; 5,840 sheep.

### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons.	.....	.....	.....	381
Ideal Pkg. Co.	14	.....	306	.....
E. Kahn's Sons Co.	941	634	3,617	5,475
Kroger G. & B. Co.	15	.....	.....	.....
Lohrey Pkg. Co.	3	.....	173	.....
H. H. Meyer Pkg. Co.	16	.....	1,786	.....
J. Schlachter's Sons	202	.....	156	.....
J. & F. Schroth Pkg. Co.	17	.....	1,952	.....
J. F. Stegner & Co.	265	213	.....	39
Shippers	113	487	2,710	3,928
Others	1,198	728	201	413

Total: 2,784 cattle; 2,394 calves; 10,835 hogs; 10,392 sheep.

Not including 424 cattle, 181 calves, 564 hogs and 1,386 sheep bought direct.

### RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended June 15, 1935, with comparisons:

	Week ended June 15, 1935.	Prev. week.	Cor. week, 1934.
Chicago	31,487	32,695	40,200
Kansas City	14,988	16,481	15,880
Omaha	15,340	15,405	25,097
East St. Louis	20,307	21,129	10,907
St. Joseph	4,433	5,445	8,505
Sioux City	10,438	11,298	11,802
Oklahoma City	4,971	5,488	2,404
Wichita	2,348	2,970	1,193
Denver	3,179	3,667	3,502
St. Paul	10,621	10,641	11,580
Milwaukee	2,916	3,286	4,164
Indianapolis	5,469	6,270	3,753
Cincinnati	2,784	3,381	2,915

Total: 129,281 cattle; 138,154 calves; 141,501 hogs; 183,960 sheep.

### HOGS.

	Week ended June 15, 1935.	Prev. week.	Cor. week, 1934.
Chicago	33,339	34,457	58,697
Kansas City	7,998	7,748	18,521
Omaha	23,708	25,516	53,398
East St. Louis	33,105	33,600	41,434
St. Joseph	12,188	13,609	21,270
Sioux City	14,291	15,096	31,291
Oklahoma City	3,585	4,365	5,120
Wichita	2,673	2,960	2,438
Denver	2,813	3,157	10,411
St. Paul	10,585	10,461	23,061
Milwaukee	6,060	5,218	7,604
Indianapolis	23,816	29,033	20,205
Cincinnati	10,835	13,734	16,519

Total: 183,960 hogs; 198,551 calves; 318,999 sheep.

### SHEEP.

	Week ended June 15, 1935.	Prev. week.	Cor. week, 1934.
Chicago	13,040	16,751	14,611
Kansas City	26,642	32,436	10,244
Omaha	18,921	18,708	12,855
East St. Louis	15,405	20,085	18,574
St. Joseph	16,041	18,886	18,957
Sioux City	5,412	12,945	1,746
Oklahoma City	4,024	5,236	1,596
Wichita	6,841	8,105	1,285
Denver	3,179	3,667	3,502
St. Paul	10,621	10,641	11,580
Milwaukee	2,916	3,286	4,164
Indianapolis	5,469	6,270	3,753
Cincinnati	2,784	3,381	2,915

Total: 191,671 cattle; 185,650 calves; 140,367 hogs; 191,671 sheep.

Watch the "Wanted" page for positions offered.

## CHICAGO LIVESTOCK

### RECEIPTS.

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 10	10,298	2,055	15,976	7,833
Tues., June 11	6,331	2,099	12,972	3,090
Wed., June 12	9,603	1,739	10,548	5,827
Thurs., June 13	4,799	1,516	9,835	15,006
Fri., June 14	1,764	374	8,246	5,194
Sat., June 15	500	100	4,000	2,900

Total this week: 33,295 cattle; 7,883 calves; 59,577 hogs; 38,923 sheep.

Previous week: 34,112 cattle; 8,828 calves; 60,996 hogs; 44,615 sheep.

Year ago: 37,612 cattle; 9,078 calves; 100,022 hogs; 30,886 sheep.

Two years ago: 41,406 cattle; 10,171 calves; 154,741 hogs; 44,752 sheep.

### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 10	2,530	159	1,555	1
Tues., June 11	2,076	71	1,120	40
Wed., June 12	2,582	212	1,239	23
Thurs., June 13	1,400	210	1,385	333
Fri., June 14	1,409	210	585	333
Sat., June 15	100	.....	100	100

Total this week: 10,106 cattle; 862 calves; 5,184 hogs; 1,220 sheep.

Previous week: 7,502 cattle; 547 calves; 5,935 hogs; 1,237 sheep.

Year ago: 12,208 cattle; 711 calves; 8,829 hogs; 2,372 sheep.

Two years ago: 12,191 cattle; 11 calves; 5,648 hogs; 347 sheep.

Total receipts for month and year to June 15, with comparisons:

	June 1935.	1934.	1935.	1934.
Cattle	67,707	160,647	837,362	1,039,081
Calves	17,133	24,461	231,845	258,077
Hogs	128,133	288,748	1,801,060	3,306,423
Sheep	86,842	92,421	1,508,582	1,284,040

### WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended June 15, 1935.	\$10.75	\$9.45	\$2.50	\$8.50
Previous week	10.80	9.75	2.50	9.39
1934	7.50	4.00	1.50	8.33
1933	5.85	4.50	2.35	7.43
1932	6.55	3.50	1.80	8.43
1931	7.60	6.65	1.65	7.30
1930	10.65	9.90	3.25	11.55

Av. 1930-1934: \$7.65 cattle; \$5.70 hogs; \$2.05 sheep; \$8.15 lambs.

### SUPPLIES FOR CHICAGO PACKERS.

	Cattle.	Hogs.	Sheep.
Week ended June 15....	23,189	54,393	37,065
Previous week .....	26,547	61,984	45,061
1934 .....	26,998	61,664	32,344
1933 .....	29,200	146,400	44,700
1932 .....	23,374	80,500	50,526
1931 .....	32,062	99,466	61,731
1930 .....	33,946	104,115	43,784



## RECEIPTS AT CENTERS

SATURDAY, JUNE 15, 1935.

	Cattle.	Hogs.	Sheep.
Chicago	500	4,000	200
Kansas City	400	300	...
Omaha	75	200	2,000
St. Louis	850	1,500	650
St. Joseph	100	500	700
Sioux City	100	200	300
St. Paul	600	200	100
Port Worth	250	200	500
Denver	200	300	14,000
Louisville	100	200	300
Wichita	300	400	200
Indianapolis	100	200	...
Pittsburgh	100	300	200
Cincinnati	100	500	400
Buffalo	100	100	500
Nashville	300	200	500
Oklahoma City	200	200	...

MONDAY, JUNE 17, 1935.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	16,000	13,000
Kansas City	8,000	1,500	5,000
Omaha	6,000	5,500	5,500
St. Louis	5,000	7,500	3,500
St. Joseph	3,500	2,500	3,000
Sioux City	3,600	1,000	1,000
St. Paul	2,000	500	500
Port Worth	2,000	500	500
Milwaukee	500	1,000	100
Denver	2,000	700	16,000
Louisville	300	200	900
Wichita	500	500	900
Indianapolis	1,200	5,000	1,000
Pittsburgh	800	600	1,800
Cincinnati	1,100	2,100	1,000
Buffalo	1,400	1,000	2,700
Cleveland	1,000	400	1,100
Nashville	100	500	500
Oklahoma City	800	1,000	500

TUESDAY, JUNE 18, 1935.

	Cattle.	Hogs.	Sheep.
Chicago	6,000	15,000	6,000
Kansas City	2,800	2,500	5,000
Omaha	4,000	1,500	4,000
St. Louis	3,500	8,500	3,400
St. Joseph	500	1,900	2,000
Sioux City	1,000	1,000	300
St. Paul	3,200	1,600	300
Port Worth	2,200	500	2,500
Milwaukee	600	1,000	100
Denver	300	600	8,800
Louisville	400	600	800
Wichita	700	600	900
Indianapolis	1,500	5,000	500
Pittsburgh	200	400	300
Cincinnati	500	2,300	2,200
Buffalo	100	400	500
Cleveland	200	200	500
Nashville	200	500	300
Oklahoma City	700	500	300

WEDNESDAY, JUNE 19, 1935.

	Cattle.	Hogs.	Sheep.
Chicago	5,000	13,000	8,000
Kansas City	3,500	2,400	4,000
Omaha	3,000	4,000	3,500
St. Louis	2,500	6,000	2,500
St. Joseph	700	1,500	1,600
Sioux City	1,500	2,500	2,000
St. Paul	1,800	1,600	400
Port Worth	2,500	500	3,500
Milwaukee	500	900	400
Denver	400	300	1,900
Louisville	400	500	800
Wichita	600	1,000	800
Indianapolis	1,000	4,000	500
Pittsburgh	200	400	1,300
Cincinnati	500	2,300	1,800
Buffalo	100	300	500
Cleveland	300	400	800
Nashville	400	300	600
Oklahoma City	800	600	400

THURSDAY, JUNE 20, 1935.

	Cattle.	Hogs.	Sheep.
Chicago	6,000	9,000	7,000
Kansas City	1,500	1,200	3,000
Omaha	2,500	4,500	2,800
St. Louis	2,000	5,500	3,000
St. Joseph	1,200	4,000	2,000
Sioux City	3,000	4,000	15,000
St. Paul	1,800	1,800	900
Port Worth	2,300	500	3,000
Milwaukee	500	900	100
Denver	500	400	600
Louisville	200	300	500
Wichita	800	600	700
Indianapolis	600	3,000	500
Pittsburgh	100	300	200
Cincinnati	100	2,000	1,000
Buffalo	200	400	800
Cleveland	200	300	300
Nashville	300	500	900
Oklahoma City	600	600	300

FRIDAY, JUNE 21, 1935.

	Cattle.	Hogs.	Sheep.
Chicago	2,500	9,000	3,000
Kansas City	500	600	2,500
Omaha	1,000	2,500	3,500
St. Louis	1,500	4,000	1,500
St. Joseph	300	600	600
Sioux City	1,000	2,000	1,500
St. Paul	1,000	2,000	1,000
Port Worth	2,700	800	3,500
Denver	400	500	8,800
Louisville	200	600	2,000
Wichita	200	400	100
Indianapolis	400	5,000	500
Pittsburgh	200	1,500	100
Cincinnati	400	2,500	3,000
Buffalo	300	600	1,000
Nashville	200	400	2,500
Oklahoma City	1,000	500	400

## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, June 20, 1935:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hogs (Soft or oily hogs excluded).					
Lt. lt. (140-160 lbs.) gd.-ch.	\$8.75@ 9.50	\$8.90@ 9.40	\$8.25@ 9.00	\$8.50@ 9.00	\$8.75@ 9.25
Medium	8.00@ 8.80	8.75@ 9.30	8.00@ 8.80	8.00@ 8.60	8.50@ 9.00
Lt. wt. (180-190 lbs.) gd.-ch.	8.00@ 9.00	9.40@ 9.55	8.00@ 8.15	8.75@ 9.25	9.00@ 9.30
Medium	8.25@ 9.00	9.30@ 9.45	8.25@ 8.75	8.45@ 9.00	8.50@ 9.10
(180-200 lbs.) gd.-ch.	9.00@ 9.75	9.50@ 9.60	8.75@ 9.25	9.15@ 9.40	9.00@ 9.30
Medium	8.50@ 9.25	9.35@ 9.45	8.50@ 9.10	9.00@ 9.25	8.60@ 9.15
Med. wt. (200-220 lbs.) gd.-ch.	9.25@ 9.80	9.50@ 9.60	9.10@ 9.25	9.25@ 9.40	9.15@ 9.30
(220-250 lbs.) gd.-ch.	9.50@ 9.80	9.40@ 9.50	9.15@ 9.25	9.25@ 9.40	9.15@ 9.30
Hvy. wt. (250-290 lbs.) gd.-ch.	9.20@ 9.60	9.35@ 9.45	8.90@ 9.20	9.15@ 9.35	8.75@ 9.25
(290-350 lbs.) gd.-ch.	8.90@ 9.30	9.25@ 9.40	8.60@ 9.00	8.90@ 9.20	8.50@ 9.00
PACKING SOWS:					
(275-350 lbs.) good.	8.35@ 8.75	8.35@ 8.50	8.20@ 8.30	8.10@ 8.25	8.10@ 8.25
(350-425 lbs.) good.	8.25@ 8.65	8.25@ 8.40	8.15@ 8.25	8.00@ 8.15	8.00@ 8.15
(425-550 lbs.) good.	8.10@ 8.40	8.10@ 8.30	8.10@ 8.20	7.85@ 8.10	8.00@ 8.10
(275-550 lbs.) medium.	7.25@ 8.35	7.75@ 8.25	7.35@ 8.20	7.00@ 8.10	7.65@ 8.10
SLAUGHTER PIGS:					
(100-140 lbs.) gd.-ch.	8.00@ 9.25	8.00@ 9.00	7.75@ 8.50	7.75@ 8.75	8.75@ 9.25
Medium	7.25@ 8.75	7.50@ 8.80	7.25@ 8.25	7.25@ 8.25	8.50@ 9.00
Av. wt. & cost Weds. (pigs ex.)	9.01-278 lbs.	9.30-216 lbs.	8.82-251 lbs.	9.10-227 lbs.	.....
Slaughter Cattle, Calves and Vealers:					
STEERS:					
(550-900 lbs.) choice.	10.00@ 11.25	9.50@ 10.75	9.25@ 11.00	9.25@ 11.00	9.00@ 10.75
Good	9.00@ 10.75	8.25@ 10.00	8.50@ 10.25	8.00@ 10.00	8.00@ 10.15
Medium	7.75@ 9.25	7.00@ 8.75	7.00@ 9.00	6.75@ 9.00	6.75@ 8.75
Common	4.75@ 7.75	6.00@ 7.25	4.50@ 7.25	5.00@ 7.00	5.00@ 7.25
STEEPS:					
(900-1,100 lbs.) choice.	10.75@ 12.00	10.00@ 11.50	10.25@ 11.25	10.00@ 11.50	10.15@ 11.25
Good	9.25@ 11.25	8.75@ 11.00	9.00@ 10.50	9.00@ 10.50	8.75@ 10.50
Medium	8.25@ 9.50	7.25@ 9.25	7.25@ 9.25	7.00@ 9.00	7.25@ 9.00
Common	5.50@ 8.50	6.25@ 7.50	5.25@ 7.50	5.25@ 7.25	5.50@ 7.50
STEEPS:					
(1,100-1,300 lbs.) choice.	11.25@ 12.50	11.00@ 11.75	10.50@ 11.50	10.50@ 11.75	10.50@ 11.75
Good	9.50@ 11.75	9.25@ 11.25	9.25@ 10.75	9.00@ 10.75	9.00@ 10.75
Medium	8.25@ 10.25	7.50@ 9.50	7.50@ 10.00	7.25@ 9.50	7.50@ 9.25
STEEPS:					
(1,300-1,500 lbs.) choice.	11.75@ 12.50	11.25@ 11.75	10.75@ 11.75	10.75@ 11.75	10.75@ 11.75
Good	10.25@ 11.75	9.50@ 11.25	10.00@ 11.00	9.50@ 10.75	9.25@ 10.75
HEIFERS:					
(550-750 lbs.) choice.	9.75@ 11.00	9.75@ 10.50	9.25@ 10.50	9.25@ 10.50	8.75@ 10.15
Good	8.75@ 10.00	8.25@ 9.75	8.00@ 9.25	8.00@ 9.50	7.50@ 9.25
Com.-med.	4.25@ 8.75	4.50@ 8.25	4.00@ 8.00	4.00@ 8.00	4.00@ 8.00
HEIFERS:					
(750-900 lbs.) gd.-ch.	8.75@ 11.00	.....	8.00@ 10.50	8.00@ 10.75	8.00@ 10.40
Com.-med.	5.00@ 9.00	.....	4.25@ 8.00	4.50@ 8.00	5.15@ 8.00
COWS:					
Good	6.75@ 7.75	6.25@ 7.25	6.50@ 7.50	6.00@ 7.50	6.50@ 7.50
Com.-med.	4.50@ 6.75	4.50@ 6.25	4.50@ 6.50	4.25@ 6.50	4.25@ 6.50
Low-cut-cut	3.00@ 4.50	2.75@ 4.50	3.25@ 4.50	2.75@ 4.25	3.00@ 4.25
BULLS (Yrags. Ex.) (Beef):					
Good	6.00@ 7.25	6.00@ 6.50	5.50@ 6.00	5.75@ 6.00	5.50@ 6.15
Cut-med.	4.50@ 6.25	4.00@ 6.00	4.25@ 5.50	3.75@ 5.75	3.75@ 5.50
VEALERS:					
Gd.-ch.	7.50@ 9.25	6.75@ 8.00	6.50@ 8.50	6.50@ 8.00	5.75@ 7.50
Medium	6.00@ 7.50	5.50@ 6.75	5.50@ 6.50	5.00@ 6.50	4.75@ 5.75
Cul.-com.	4.75@ 6.00	3.00@ 5.50	3.50@ 5.50	3.50@ 5.00	3.50@ 4.75
CALVES:					
(250-500 lbs.) gd.-ch.	7.50@ 9.50	6.75@ 9.75	7.00@ 8.50	6.25@ 8.50	5.75@ 8.25
Com.-med.	3.75@ 7.50	3.50@ 6.75	3.50@ 7.00	3.50@ 6.75	4.00@ 6.25
Slaughter Sheep and Lambs:					
SPRING LAMBS:					
Choice	8.00@ 8.50	7.75@ 8.50	7.75@ 8.25	7.75@ 8.10	7.25@ 7.75
Good	7.25@ 8.10	7.25@ 7.75	7.00@ 7.75	7.00@ 7.75	6.75@ 7.25
Medium	5.50@ 7.35	5.50@ 7.25	6.00@ 7.00	5.50@ 7.00	6.00@ 6.75
YEARLING WHETHERS:					
(90-110 lbs.) gd.-ch.	6.00@ 6.60	6.25@ 6.75	5.75@ 6.25	5.25@ 6.10	5.60@ 6.00
Medium	5.25@ 6.15	5.50@ 6.25	4.75@ 5.75	4.50@ 5.25	5.00@ 5.75
EWES:					
(90-120 lbs.) gd.-ch.	2.25@ 3.50	2.25@ 3.25	2.00@ 2.75	2.25@ 3.00	2.50@ 3.00
(120-150 lbs.) gd.-ch.	1.75@ 3.35	2.00@ 3.00	1.75@ 2.50	2.00@ 2.75	1.75@ 3.00
(All weights) com.-med.	1.25@ 2.25	1.00@ 2.25	1.00@ 2.00	1.25@ 2.25	1.00@ 2.50

## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended June 15, 1935.

## CATTLE.

	Week ended June 15.	Prev. week.	Cor.
Chicago	23,414	26,285	28,880
Kansas City	20,255	20,938	19,796
Omaha	14,938	15,035	23,080
St. Louis	18,523	19,445	13,639
St. Joseph	5,735	6,816	9,243
Sioux City	9,132	9,390	8,843
Wichita	3,363	4,171	1,556
Port Worth	11,360	8,930	...
Philadelphia	2,056	1,913	1,780
Indianapolis	1,530	2,497	1,511
New York & Jersey City	7,298	6,480	8,540
Oklahoma City	6,621	7,531	3,280
Cincinnati	3,332	3,824	3,593
Denver	3,395	3,593	3,490
St. Paul	9,593	9,745	10,498
Milwaukee	2,716	3,079	3,486
Total	131,951	152,109	151,134

## HOGS.

	Week ended June 15.	Prev. week.	Cor.
Chicago	53,762	58,437	91,694
Kansas City	20,655	20,747	62,169
Omaha	14,086	19,013	34,812

East St. Louis	22,241	23,517	28,134
St. Joseph	11,006	12,447	18,012
Sioux City	12,619	13,187	21,380
Wichita	2,978	3,387	4,423
Port Worth	3,000	6,332	...
Philadelphia	10,870	11,894	10,067

## MAY FEDERAL SLAUGHTERS

Federal inspected slaughter of all classes of livestock during May, 1935, as reported by Bureau:

	Cattle. <sup>1</sup>	Calves. <sup>1</sup>	Hogs.	Sheep & lambs.
Baltimore	7,916	(3)	33,044	(3)
Buffalo	6,951	3,657	31,831	6,170
Chicago	110,983	39,802	268,863	287,823
Cincinnati	13,525	11,182	48,533	7,060
Cleveland	5,777	(3)	27,402	(3)
Denver	9,275	2,503	16,419	(3)
Detroit	7,977	8,310	55,967	9,278
Fort Worth	42,558	23,060	23,212	110,739
Kansas City	51,836	34,229	105,206	166,061
Milwaukee	18,955	46,175	50,432	(3)
Nat'l Stock Yds.	45,069	39,870	147,942	72,963
New York	24,107	61,318	(3)	203,936
Omaha	55,583	6,073	66,778	138,640
Philadelphia	6,842	12,706	54,601	14,271
St. Paul	28,959	2,923	46,186	77,769
So. St. Paul	47,808	49,441	65,232	19,440
All other stations	251,640	166,778	1,130,311	409,958

Total:	May, '35	735,463	508,030	2,172,100	1,584,125
Total:	Apr., '35	683,265	511,493	2,177,436	1,482,773
Total:	May, '34	864,075	600,228	4,217,624	1,244,491
5-yr. May avg.		718,135	464,081	3,935,013	1,401,492
Jan.-May, 1935		3,750,087	2,395,138	11,963,730	6,922,592
Jan.-May, 1934		3,948,498	2,508,288	19,402,400	6,216,603
5-yr. avg.		3,333,536	2,068,569	20,032,753	6,800,562
New York Area <sup>4</sup>		33,213	73,772	134,287	251,003
Horses slaughtered in May, 1935-1,083.					
Horses slaughtered in May, 1934-1,007.					
Jan.-May, 1935-5,917.					
Jan.-May, 1934-6,438.					

(1)—Includes cattle and calves purchased and slaughtered for F. S. R. C.

(2)—Corresponding periods of 1934, 5-year average and April, 1935, equals 100.

(3)—Included in "all other stations."

(4)—Includes slaughter at Jersey City and Newark, New Jersey.

## PACKERS FIGHT GRADING LAW

Representatives of 20 principal packing companies operating in Minnesota announced they plan a court battle to halt carrying out of the state's new weighing and grading law, when they appeared recently before the Minnesota Railroad and Warehouse commission. Particular exception was taken by packers to requirements for feeding stock at concentration points and also regulations calling for keeping records of how much meat was produced from each animal. They told the commission that the act was illegal and would impose needless expense which would have to be borne in the end by the producer.

The commission took the arguments under advisement and will announce details of regulations soon. The law will go into effect on July 1.

## PHILADELPHIA MEAT SUPPLIES

Receipts of Western dressed meats and local slaughter for week June 15:

	Week ended June 15, 1935.	Prev. week, 1934.	Cor. week, 1934.
West. drsd. meats:			
Steers, carcasses	1,955	1,698	2,477
Cows, carcasses	1,030	925	1,170
Bulls, carcasses	536	555	565
Veals, carcasses	2,480	1,747	2,543
Lambs, carcasses	16,533	13,390	13,153
Mutton, carcasses	1,284	1,314	920
Pork, lbs.	338,063	330,437	335,014
Local slaughters:			
Cattle	2,056	1,913	1,780
Calves	4,138	3,524	3,562
Hogs	10,870	11,804	15,356
Sheep	7,030	5,739	5,673

## CANADIAN LIVESTOCK PRICES

Leading Canadian centers, top livestock prices, June 13, 1935:

	Week ended June 13, 1935.	June 6, 1935.	June 14, 1934.
<b>BUTCHER STEERS.</b>			
Up to 1,050 lbs.			
Toronto	\$ 7.50	\$ 7.00	\$ 6.25
Montreal	7.25	7.50	6.00
Winnipeg	7.00	7.00	5.50
Calgary	6.75	7.00	4.50
Edmonton	6.00	6.00	4.50
Prince Albert	6.25	6.80	4.25
Moose Jaw	5.50	6.50	5.00
Saskatoon	5.75	5.50	4.25

	Week ended June 13, 1935.	June 6, 1935.	June 14, 1934.
<b>VEAL CALVES.</b>			
Toronto	\$ 7.50	\$ 7.50	\$ 6.50
Montreal	6.00	6.50	5.50
Winnipeg	5.50	6.00	5.00
Calgary	6.50	6.50	5.50
Edmonton	4.50	5.00	4.00
Prince Albert	4.00	4.00	3.50
Moose Jaw	5.00	5.50	4.50
Saskatoon	4.50	4.50	4.00

	Week ended June 13, 1935.	June 6, 1935.	June 14, 1934.
<b>SELECT BACON HOGS.</b>			
Toronto	\$10.40	\$10.15	\$ 9.75
Montreal	10.40	10.50	10.00
Winnipeg	9.50	9.50	9.25
Calgary	9.20	9.00	8.50
Edmonton	9.20	9.10	8.45
Prince Albert	9.10	8.95	8.50
Moose Jaw	9.25	9.10	9.00
Saskatoon	9.10	8.90	8.95

	Week ended June 13, 1935.	June 6, 1935.	June 14, 1934.
<b>GOOD LAMBS.</b>			
Toronto	\$10.00	\$10.00	\$ 9.50
Montreal	9.00	10.00	9.00
Winnipeg	8.50	10.00	8.00
Calgary	8.50	8.50	8.00
Edmonton	7.00	6.50	6.50
Prince Albert	7.00	6.00	6.00
Moose Jaw	7.00	8.00	8.00
Saskatoon	7.50	8.00	8.00

## NEW YORK MEAT SUPPLIES

Receipts of Western dressed meats and local slaughters at New York, week June 15:

	Week ended June 15, 1935.	Prev. week, 1934.	Cor. week, 1934.
West. drsd. meats:			
Steers, carcasses	9,018	7,847½	8,916
Cows, carcasses	811	952	650
Bulls, carcasses	392½	405	367
Veals, carcasses	11,301	12,826	12,831
Lambs, carcasses	37,627	35,262	34,545
Mutton, carcasses	3,563	4,395	2,518
Beef cuts, lbs.	439,937	590,412	367,050
Pork cuts, lbs.	1,366,460	1,370,690	1,801,352

	Week ended June 15, 1935.	Prev. week, 1934.	Cor. week, 1934.
Local slaughters:			
Cattle	7,298	6,480	8,540
Calves	15,970	13,948	15,227
Hogs	28,816	25,774	34,151
Sheep	71,163	56,764	39,067

## BOSTON MEAT SUPPLIES

Receipts of Western dressed meats at Boston, week ended June 15, 1935:

	Week ended June 15, 1935.	Prev. week, 1934.	Cor. week, 1934.
West. drsd. meats:			
Steers, carcasses	2,404	2,388	2,693
Cows, carcasses	1,390	1,358	1,817
Bulls, carcasses	20	25	12
Veals, carcasses	654	842	917
Lambs, carcasses	17,532	15,262	15,646
Mutton, carcasses	888	1,196	401
Pork, lbs.	340,295	261,721	220,589

## WEEKLY HIDE IMPORTS

Imports of cattle hides at leading U. S. ports, for week ended June 15:

	Week ending June 15, 1935.	New York.	Boston.	Phila.
June 15, 1935.	16,207	500	1,117	
June 8, 1935.	21,351			
June 1, 1935.	86,765			
May 25, 1935.	8,947			
Total 1935.	597,627	29,478	15,261	
June 16, 1934.	21,593			
June 9, 1934.	18,085			
Total cor. week, '34.	406,188	26,987	39,763	

Watch "Wanted" page for bargains.

## CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended June 21, 1935, with comparisons, are reported as follows:

	Week ended June 21, 1935.	Prev. week, 1935.	Cor. week, 1934.
<b>PACKER HIDES.</b>			
Spr. nat. strs.	@ 12½n	@ 13n	@ 10½
Hvy. nat. strs.	@ 12n	@ 12½	@ 10
Hvy. Tex. strs.	@ 12n	@ 12½	@ 10
Hvy. butt brnd'd strs.	@ 12	@ 12½	@ 10
Hvy. Col. strs.	@ 11½	@ 12	@ 9½
Ex-light Tex. strs.	@ 9	@ 9½	@ 9
Brnd'd cows.	@ 9	@ 9½	@ 9
Hvy. nat. cows	@ 9½n	@ 9½	@ 9
Li. nat. cows	@ 9½	@ 9½	@ 9
Nat. bulls	@ 8½	@ 9n	@ 8
Brnd'd bulls	@ 7½	@ 8n	@ 6n
Calfskins	@ 16½	@ 22	@ 12
Kips, nat.	@ 13	@ 13	@ 12n
Kips, ov-wt.	@ 12	@ 12	@ 11n
Kips, brnd'd	@ 9½n	@ 9½	@ 10n
Slunks, reg.	@ 87½	@ 87½	@ 80
Slunks, hrls.	@ 35	@ 35	@ 35

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

	Week ended June 21, 1935.	Prev. week, 1935.	Cor. week, 1934.
<b>CITY AND CHICAGO SMALL PACKERS.</b>			
Nat. all-wts.	@ 9½n	@ 9½	@ 9½
Brnd'd	@ 8½	@ 9n	@ 8
Nat. bulls	@ 8½	@ 9n	@ 8
Brnd'd bulls	@ 7½	@ 8n	@ 6
Calfskins	@ 14	@ 18	@ 10
Kips	@ 12	@ 12	@ 10n
Slunks, reg.	@ 65	@ 75	@ 50
Slunks, hrls.	@ 25	@ 25	@ 40n

	Week ended June 21, 1935.	Prev. week, 1935.	Cor. week, 1934.
<b>COUNTRY HIDES.</b>			
Hvy. steers	@ 6½n	@ 6½	@ 6½
Hvy. cows	@ 6½n	@ 6½	@ 6½
Brufs	@ 7	@ 7½	@ 7½
Extremes	@ 7½	@ 8	@ 8½
Bulls	@ 4½	@ 5	@ 4½
Calfskins	@ 10	@ 10½	@ 10
Kips	@ 8	@ 8½	@ 8
Light calf.	@ 50	@ 60n	@ 35n
Deacons	@ 50	@ 60n	@ 25
Slunks, reg.	@ 35	@ 50n	@ 20n
Slunks, hrls.	@ 19	@ 15n	@ 10n
Horsehides	@ 3.00	@ 3.65	@ 2.75

	Week ended June 21, 1935.	Prev. week, 1935.	Cor. week, 1934.
<b>SHEEPSKINS.</b>			
Pkr. lambs.	@ 57½	@ 57½	@ 57
Sm. pkr. lambs	@ 14½	@ 14½	@ 13½
Pkr. shearings	@ 57½	@ 57½	@ 57
Dry pelts	@ 14	@ 14½	@ 13½

## CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended June 15, 1935, were 5,466,000 lbs.; previous week, 6,023,000 lbs.; same week last year, 4,072,000 lbs.; from January 1 to June 15 this year, 127,086,000 lbs.; same period a year ago, 113,022,000 lbs.

Shipments of hides from Chicago for the week ended June 15, 1935, were 5,580,000 lbs.; previous week, 5,625,000 lbs.; same week last year, 8,996,000 lbs.; from January 1 to June 15 this year, 157,888,000 lbs.; same period a year ago, 141,539,000 lbs.

## LIVESTOCK AT 62 MARKETS

Receipts and disposition of livestock at 62 leading markets in May, 1935:

	Receipts.	Local slaughter.	Total ship-ments.
<b>CATTLE.</b>			
Total	1,066,714	637,752	417,139
Apr. avg. 5 years.	1,030,480	625,343	393,620
<b>CALVES.</b>			
Total	569,325	396,564	179,188
Apr. avg. 5 years.	536,108	382,179	154,889
<b>HOGS.</b>			
Total	1,551,021	1,074,948	476,883
Apr. avg. 5 years.	1,069,908	2,159,435	696,851
<b>SHEEP.</b>			
Total	2,251,050	1,226,717	1,045,853
Apr. avg. 5 years.	2,418,056	1,280,914	1,140,488



# Hides and Skins

## Weekly Market Review

### Chicago

**PACKER HIDES**—The general unsettlement of practically all markets this week, due mainly to disturbing political news, extended to the hide market also. Quotations on the hide futures market eased off about a quarter-cent and resulted in some re-sale offerings of hides at prices in line with tanners' ideas. A little more interest was apparent later in the spot market and couple packers made moderate sales of native and branded steers at a half-cent off, and a fair quantity of branded cows moved at  $\frac{1}{4}$ c down from nominal market of last week. Total sales so far this week were 36,800 hides, mostly Apr.-May take-off.

There is a good demand late this week for native and branded steers of May-June take-off at the prices paid for Apr.-Mays but packers are not inclined to sell into June on that basis for the good heavy hides. Light cows are a bit slow but otherwise the market appears firm at these levels.

One packer sold 5,000 Jan.-Feb.-Mar. native steers early mid-week at  $11\frac{1}{2}$ c and this price asked for the winter quality; however, 12c is bid and declined for May-Junes. Two packers sold total of 5,500 Apr.-May butt branded steers at 12c mid-week, also 5,500 same dating Colorados at  $11\frac{1}{2}$ c, both  $\frac{1}{2}$ c off, but these bids since declined for May-Junes. Heavy Texas steers quotable late this week at  $12\frac{1}{2}$ c, nom.; light Texas steers  $11\frac{1}{2}$ c, nom., and extreme light Texas steers  $9\frac{1}{2}$ c, nom.

Bids of  $9\frac{1}{2}$ c made freely late in week for heavy native cows, 10c asked. River point light native cows wanted at  $9\frac{1}{2}$ c; one packer sold 2,000 May-Junes at  $9\frac{1}{2}$ c. Two packers sold 17,000 Apr.-May branded cows mid-week at 9c, or  $\frac{1}{4}$ c off, and this bid later declined for May-Junes.

One lot of 1,800 Apr. forward native bulls sold late this week at 9c, steady. These quotations supersede the quotations in adjoining table.

**SMALL PACKER HIDES** — Quotations for strictly Chicago small packer all-weights of June take-off range  $9\frac{1}{4}$ @ $9\frac{1}{2}$ c, nom., with brands  $\frac{1}{2}$ c less. Outside small packer lots usually quoted 8@ $8\frac{1}{2}$ c, selected, for natives, according to dating, location, etc.

**PACIFIC COAST**—As previously reported, around 25,000 May hides sold in Pacific Coast market last week at 10c for steers and 8c for cows, flat, f.o.b. shipping points.

**FOREIGN WET SALTED HIDES**—South American market quiet this week, following movement of around

24,000 Argentine steers last week at 70 pesos, equal to  $11\frac{1}{2}$ @ $11\frac{1}{2}$ c, c.i.f. New York. One lot of 2,000 Rosario Santa Fe northern steers sold early this week to Norway at 66 pesos, or about 11c; and 700 Montevideo steers went to Germany at 34.75, equal to 12.06, against  $11\frac{1}{2}$ c about ten days back.

**COUNTRY HIDES**—Trading in country hides continues very slow. Interest on the part of upper leather tanners is very light, this being an in-between season, and holders keep their asking prices slightly over available bids, apparently not being overly anxious to move present holdings at the prices obtainable. All-weights quoted  $6\frac{1}{2}$ @7c, selected, delivered, for trimmed hides. Heavy steers and cows quoted around  $6\frac{1}{2}$ c, nom.; some offered at 7c, with  $6\frac{1}{2}$ c best bid. Buff weights 7c bid but not obtainable under  $7\frac{1}{4}$ @ $7\frac{1}{2}$ c, trimmed. Extremes could be sold at  $7\frac{1}{2}$ c, with  $7\frac{1}{4}$ @8c asked. Bulls  $4\frac{1}{4}$ @5c; glues very slow at  $4\frac{1}{2}$ c. All-weight branded about  $5\frac{1}{2}$ c, flat, less Chicago freight.

**CALFSKINS**—Packer May light calf, under  $9\frac{1}{2}$ -lb., active at close of last week, with total sales and bookings by three packers about 48,000 at  $16\frac{1}{2}$ c, or  $\frac{1}{2}$ c over price paid for a small lot earlier. This week one packer moved around 20,000 heavy northern calf,  $9\frac{1}{2}$ /15-lb., at 21c, steady price; these were mostly Mays but few days of June included at one point. Another lot of 8,000 May picked points, Detroit, Cleveland and Evansville, sold at 22c for heavies, or in line with earlier advance on regular northers, and  $16\frac{1}{2}$ c for lights. One packer declined last trading price of  $19\frac{1}{2}$ c for May River point heavies, asking 20c.

A mixed car Detroit city calf was reported early at 14c for the 8/10-lb. and 18c for 10/12-lb., steady with last trading at Chicago; no bids at present but market quotable fully steady in view of action of packer calf. Outside cities quoted around  $15\frac{1}{2}$ c, nom. for 8/15-lb. Mixed cities and countries  $12\frac{1}{2}$ @13c; straight countries  $10\frac{1}{2}$ @ $10\frac{1}{2}$ c. Chicago city light calf and deacons last sold at \$1.00.

**KIPSKINS**—Last trading on packer kipskins was couple cars May northern natives previous week at 13c; over-weights quotable around 12c, nom. for northers, southern a cent less.

Chicago city kipskins were well cleaned up previous week at 12c. Outside cities quoted around  $11\frac{1}{2}$ @12c; mixed cities and countries  $9\frac{1}{2}$ @10c; straight countries  $8\frac{1}{2}$ @8 $\frac{1}{4}$ c.

Packer regular slunks last sold at

$87\frac{1}{2}$ c previous week; three packers sold May production that basis.

**HORSEHIDES**—Market steady at \$3.50@3.65 for good city renderers; mixed city and country lots bringing \$3.00@3.15.

**SHEEPSKINS**—Dry pelts quoted 14@ $14\frac{1}{2}$ c for full wools, with last sale reported at inside figure. Production of shearlings declining from the peak of the season, with run reported off over one-third by one house. One packer sold couple cars at steady prices, No. 1's  $57\frac{1}{2}$ c, No. 2's 40c, and clips 20c; No. 1's quoted 55c in another direction. Small packer shearlings usually quoted half-price. California spring lamb pickled skins about cleaned up, with last sale reported at \$4.87 $\frac{1}{2}$  per doz. Killers asking \$5.00 per doz. for June production native spring lamb pickled skins, with no sales reported as yet to establish market; buyers' ideas have been around \$4.50 per doz. top.

### New York

**PACKER HIDES**—No action reported as yet on June packer hides at New York. One packer still holding about three cars of May hides and market quotable nominally on parity with Chicago market.

**CALFSKINS**—Demand for calfskins reported rather light but the trading couple weeks back cleaned up collectors' stocks fairly well, the 4-5's going at \$1.05, 5-7's at \$1.25, 7-9's at \$1.70 and 9-12's at \$2.60. Packers sold a few 7-9's last week at \$2.05 and 9-12's at \$2.85, or 10c over earlier prices. Last sale of packer 12/17 veal kips was \$3.00.

### N. Y. FUTURE HIDE PRICES

Saturday, June 15, 1935.—Close: June 9.98n; Sept. 10.26 sale; Dec. 10.57@10.58; Mar. 10.85@10.90; June (1936) 11.15n; sales 10 lots. Closing unchanged to 3 higher.

Monday, June 17, 1935.—Close: June 9.85b; Sept. 10.10@10.14; Dec. 10.43@10.44; Mar. 10.72@10.75; June (1936) 11.00@11.10; sales 40 lots. Closing 13@16 lower.

Tuesday, June 18, 1935.—Close: June 9.75@9.81; Sept. 9.99@10.02; Dec. 10.32 sale; Mar. 10.61@10.65; June (1936) 10.91n; sales 85 lots. Closing 9@11 lower.

Wednesday, June 19, 1935.—Close: June 9.68n; Sept. 9.90@9.92; Dec. 10.23 sale; Mar. 10.55@10.56; June (1936) 10.85n; sales 69 lots. Closing 6@9 lower.

Thursday, June 20, 1935.—Close: June 9.75n; Sept. 10.00@10.06; Dec. 10.30@10.35; Mar. 10.59@10.68; June (1936) 10.89n; sales 68 lots. Closing 4@10 higher.

Friday, June 21, 1935.—Close: June 9.80n; Sept. 10.05@10.08; Dec. 10.37 sale; Mar. 10.64@10.70; June (1936) 10.92n; sales 49 lots. Closing 3@7 higher.





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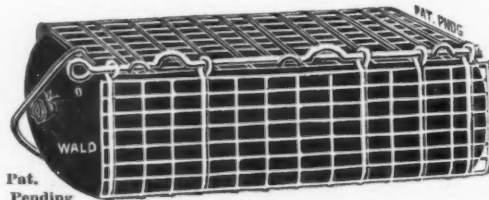
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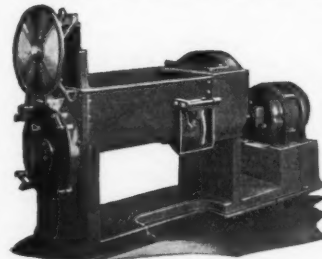
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# MEAT TRAIL

## MEAT PACKING 25 YEARS AGO

(From The National Provisioner, June 25, 1910.)

Demurrers to indictments against the National Packing Co. and its ten subsidiaries were sustained and the indictments quashed by Judge Kenesaw M. Landis in the federal court at Chicago, on the ground that they failed to show any offense committed within the preceding three years. At the same time he summoned a new federal grand jury to hear testimony which might lead to valid indictments.

Attorney general of Missouri began ouster proceedings against Armour, Swift, Morris, Hammond Packing Co. and St. Louis Dressed Beef & Provision Co., to prevent their doing business in that state, on the ground of violation of the anti-trust law.

Report of the U. S. Senate committee investigating the cost of living was submitted, attributing high living costs to cold storage, trade combinations, trade associations, etc., in addition to increased cost of farm production, cost of distribution, labor organizations, freight rates, etc.

Packers having the largest freight tonnage agreed to proposed increase in freight rates of 11 per cent, covering shipments East of the Missouri river, including export shipments. Railroads had asked for a 25 per cent increase. Rates were to be increased as follows: dressed meats, from 45c to 50c per cwt.; provisions, from 30c to 33c per cwt.; hogs, from 30c to 33c per cwt.; cattle, from 28c to 31c per cwt.; sheep, from 30c to 33c per cwt.

Packers' purchases of hogs at Chicago for the week ending June 18, 1910, totalled 108,100 head, compared to 79,800 for the same week a year previous. Total purchases for the year to date were 2,109,100, compared to 2,692,900 for the same period of 1909. Average hog price was \$9.46, compared to \$7.80 a year ago.

## CHICAGO NEWS OF TODAY

Purchases of livestock at Chicago by principal packers for the first four days of this week total 19,683 cattle, 4,220 calves, 24,063 hogs and 9,794 sheep.

Provision shipments from Chicago for the week ended June 15, 1935:

	Week June 15.	Previous week.	Same week, '34.
Cured meats, lbs.	16,540,000	18,762,000	20,890,000
Fresh meats, lbs.	36,718,000	35,842,000	40,250,000
Lard, lbs.	2,642,000	3,817,000	9,457,000

The trade was shocked this week by news of the sudden death of John G. Agar, vice president, Agar Packing Co., at his home in Chicago, on the evening of June 20, from a heart attack. Affectionately known throughout the industry as "Jack" Agar, he was one of the progressive leaders among the younger generation of packers.

C. E. Gross, chief chemist, John Morrell & Co., Ottumwa, Ia., George Mechling, secretary, Lincoln Packing Co., Lincoln, Neb., Dr. Frank Klein, Shenandoah Abattoir Co., Shenandoah, Pa., and C. M. Baum, president, Baum-Phillips Packing Co., Danville, Ill., were visitors in Chicago this week.

There were no games in the Packers Softball league this week on account of rain. The regular schedule will be continued at Sherman Park next Tuesday.

Robert I. Jansen, vice-president, Oscar Mayer & Co., who has been on a vacation for the past two weeks, is returning to Madison, Wis.

Frank Kohrs, president, Kohrs Packing Co., Davenport, Ia., was a Chicago visitor during the week.

John H. Moninger, department of public relations and trade, Institute of American Meat Packers, attended the convention of the National Association



## NEW ZEALAND LAMB IN LONDON.

Because of its quality New Zealand lamb stands high in British markets. Here are New Zealand government officials looking over a special display in Smithfield Market, London. Left to right.—C. W. Forbes, New Zealand prime minister; J. B. Coates, finance minister; Sir James Parr, high commissioner.

of Retail Grocers at Indianapolis, Ind., from June 17 to 20.

E. M. Innes, well-known packing-house operating executive, left this week for a motor trip to the South and the Pacific Coast.

Fred Begg, Powers-Begg Co., Jacksonville, Ill., has been in the Presbyterian hospital, Chicago, recovering from an automobile accident in which a leg was damaged.

Dr. J. S. Abbott, secretary, Institute of Margarine Manufacturers, was in Chicago last week.

Officers of a Chicago department store chain were fined \$100 and costs last week in the municipal court on charges of giving short weight and possessing a faulty scale. In the latter case 3 oz. of sausage had been glued to the bottom of the scale pan, thus increasing the weight. Defendants claimed they knew nothing of the violations, and put the blame on employees.

C. V. Whalin, chief, livestock, meat and wool division, U. S. Bureau of Agricultural Economics, and B. F. McCarthy, senior marketing specialist of the bureau, were in Chicago this week.

Davenport R. Phelps, Pacific Coast representative of the National Livestock and Meat Board, attended the annual meeting of the board at Chicago this week.

The Wm. J. Stange Co. has moved into new office quarters at 2534-40 Monroe st. The factory remains in the old location.

The Hide and Leather Association of Chicago held its first golf outing of the season on June 14 at the Illinois Country Club. Of the total attendance of 72 members and guests, 62 competed for the thirty golf prizes. The president's prize, an electric clock surmounted by a golf figure, contributed by T. P. Gibbons, Cudahy Packing Co., president of the association, was won by Leo Martin.

Among directors of the National Livestock and Meat Board in Chicago this week were E. B. Spiller, Texas and Southwest Cattle Raisers' Association, Dallas, Tex.; J. H. Mercer, secretary, Kansas Livestock Association, Topeka, Kas.; H. W. Farr, Colorado-Nebraska Lamb Feeders' Association, Greeley, Colo.; O. M. Plummer, American National Livestock Association, Portland, Ore.; F. R. Marshall, National Woolgrowers' Association, Salt Lake City, Utah; D. M. Hildebrand, U. S. Livestock Association, Seward, Neb.; A.

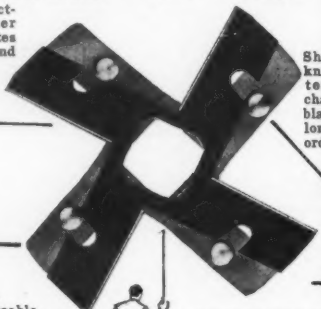
## REASONS WHY LEADING PACKERS USE THE DUZ-MORE KNIFE

To Save Money • Time • Trouble

Cutting edges perfectly aligned. Shorter cutting edge eliminates unnecessary heat and friction.



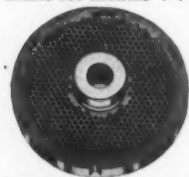
Inter-changeable blade with 4 cutting edges in 1 unit can be quickly hand-set in life-time holder. No tools nor adjustments required. Always held firmly in place.



Sharpening of knife eliminated by inter-changeability of blades after far longer use than ordinary knives.

Absolutely sanitary—easy to clean—no grooves or slots for meats, etc., to settle in.

The DUZ-MORE Knife fits any chopper plate. It, however, gives more efficient, far longer service when used with the improved, Seelbach "Long Life" Plate, illustrated below, because the Plate is made of an outstandingly tough steel that resists wear. It gives rapid, uniform, trouble-free results in cutting tons upon tons of meats for months . . . far longer than the obsolete types of knives.



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260 West Broadway, New York, N. Y.  
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brings out ham's  
sweet, nut-like  
flavor. Will not  
change under any  
storage conditions.

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130PR North Wells Street, Chicago, Illinois  
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## The Columbus Packing Company



## Pork and Beef Packers

Columbus, Ohio

Schenk Bros., Managers

New York Representative: M. C. Brand, 410 W. 14th St.

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MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.

## Wilmington Provision Company

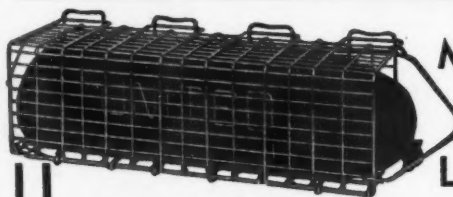
**TOWER BRAND MEATS**

Slaughterers of Cattle, Hogs,  
Lambs and Calves

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MADE  
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Packer reports: "6 years continuous service; still good as new!" No retinning, no repairing. Non-corrosive, easy to clean. Build sales and profits!

UNITED STEEL & WIRE CO.  
Battle Creek, Mich. Kansas City, Mo.

UNITED  
STAINLESS STEEL  
SAUSAGE  
MOLDS



Sykes, Corn Belt Meat Producers' Association, Ida Grove, Ia.; Chas. E. Hearst, American Farm Bureau Federation, Des Moines, Ia.; A. D. McKee, National Swine Growers' Association, Creston, Ia.; W. B. Tagg, National Livestock Exchange, Omaha, Neb.

## NEW YORK NEWS NOTES

Trading in tallow for future delivery will be inaugurated on the New York Produce Exchange on June 26. The trading hours will be from 11 a. m. to 2:30 p. m. weekdays, and from 11 to 11:30 a. m. Saturdays.

Donald McKenzie, chief engineer, Wilson & Co., New York plant, until his retirement in February, 1934, passed away at his home on June 14. Mr. McKenzie had been with the company for more than 28 years, starting as engineer in the Chicago plant in 1901. Five years later he was transferred to New York as chief engineer, which position he retained until his retirement. His earlier association in business was as chief engineer with the Chicago Street Railway Co. He is survived by his widow, three children and two brothers, one of whom, Allen McKenzie, is chief engineer, Wilson & Co., Chicago.

Visitors to New York last week included H. G. Ellerd, personnel department, W. A. Klien, wool department, Armour and Company, Chicago; L. Cahill, cheese department; M. M. Adams, research department; H. A. Snodgrass, bakery division, and H. C. Chichester, casing production department, Wilson & Co., Chicago.

Sympathy of his associates and friends in the trade is being extended to R. L. Comandina, manager, Beekman branch, Wilson & Co., New York, in the loss of his father, Peter Comandina, well-known mural artist of the United States and Argentina.

B. V. Traynor, calf buying department, J. J. Harrington & Co., Inc., is spending some time in Chicago at the plant of Swift & Company.

Thos. E. Wilson, chairman of the board, Wilson & Co., Chicago, visited at the New York plant following his return on the s.s. Rex from an extended trip abroad.

Meat and fish seized and destroyed by the health department of the city of New York during the week ended June 15, 1935, were as follows: Meat—Brooklyn, 11 lbs.; Manhattan, 530 lbs.; Queens, 3 lbs.; Total, 544 lbs. Fish—Manhattan, 15 lbs.

## COUNTRYWIDE NEWS NOTES

Frank Stevens, vice president, Peet Packing Co., Chesaning, Mich., celebrated his second anniversary with that company last week. He came into the field from the banking business, having been president of the Chesaning State bank for 25 years. He calls him-

self a "pencil packer," and seems to be making good at it.

John Drummond, president, Drummond Packing Co., Eau Claire, Wis., passed away in that city on June 11. He had been in ill health for some time. Mr. Drummond was a veteran packer and an early member of the American Meat Packers' Association. He had been a resident of Eau Claire for 64 years, and was one of its most respected citizens. He was 82 years of age and leaves two sons and a daughter. The sons, Frank B. and Clarence N. Drummond, have been active in the company and will continue the business, which their father established in 1884.

John J. McAleese, president, Pittsburgh Provision & Packing Co., Pittsburgh, Pa., passed away in his home in that city on June 14 at the age of 55 years. He began 37 years ago as a salesman for the company, and rose to be sales manager, in which capacity he achieved a remarkable success. On the death of the head of the company he was made president, and had since occupied that office. He leaves a widow and four children.

A. L. Leonard, former general manager, Armour and Company plant, Indianapolis, Ind., has been made general manager of the plant of the Virden Packing Co., So. San Francisco, Cal. This plant was recently acquired by Armour and Company, and Mr. Leonard is now a resident of the Golden state, along with G. M. Cockle, transferred from Pittsburgh to be head of the Hauser plant at Los Angeles, also acquired by Armour.

Who remembers Nate C. Taliaferro, who ran the Anglo-American beef house in Chicago many years ago? He has been retired for a long time, and is in the best of health and in love with his California home. He is a brother of president T. M. Taliaferro, Hammond Standish Co., Detroit, Mich.

Frank A. Blum, formerly sales manager, Hygrade Food Products Corp., F. Schenck & Sons division, Wheeling, W. Va., has now established his sons in a provision brokerage business in Pittsburgh, Pa. The firm is known as Frank A. Blum & Sons.

Meyer Bierbaum, New England Provision Co., Boston, returned on the s.s. Normandie from an extended vacation abroad, which included tours throughout Russia, Belgium, France

and Germany. While his trip was primarily for pleasure, he fitted in visits to several meat packing plants in each country, and has returned with favorable comments on the packinghouse development and construction work being done in Russia.

The new packing plant of Feldman Bros., Elizabeth, N. J., to cost about \$80,000, construction work on which is under the supervision of the Stadler Engineering Co., will include slaughtering facilities for cattle and small stock, coolers, shipping rooms, offices, etc., and will be ready for occupancy shortly after September 1.

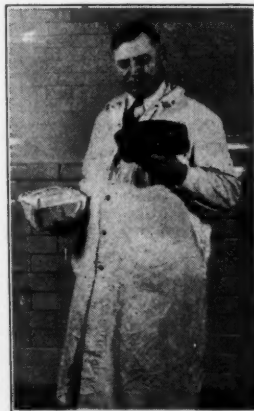
Peet Packing Co., Chesaning, Mich., is planning a building program to include new beef and hog coolers, 250,000 lb. freezer, and a steam and power improvement to include new boilers and steam turbine, with standby equipment. Steam bled from turbines will operate a steam-driven ammonia compressor, make electric power for the plant, and furnish steam for processing. Exhaust steam from compressor will be used for water heating.

John Morrell & Co., Ottumwa, Ia., presented 24 valuable paintings to the Ottumwa High School at the graduation exercises last week. The series is entitled "Songs That Live Forever" and includes such historically and artistically interesting subjects as: "Juanita," "Mother Machree," "Oh! Sussanna," "On the Road to Mandalay" and "Carry Me Back to Old Virginny." Eighteen of the subjects were painted by C. H. Taffs, and six by Edward L. Chase, well-known American artists. In presenting the paintings, T. H. Foster, president of John Morrell & Co., said: "Successful business has long been imbued with the idea that if a thing is worth doing at all, it is worth doing well; because of this, corporations large and small today find it profitable to explore the arts and sciences in order to properly conduct certain branches of their activities."

New products are a sales stimulator for the packer and sausage manufacturer.

This is the meat loaf season, and Hormel is in line with a number of new products, among them a new pimento meat loaf which is said to be making quite a hit. Here is

Wm. Kimlicka, foreman of the baking department of Geo. A. Hormel & Co., Austin, Minn., giving his new product a critical "once-over."





# For the Retail Meat Dealer



SUMMER is a time of unexpected guests, of spontaneous parties and of unlooked for demands on the larder in the average American household. It is a time when appetites demand quick and easy satisfaction after work or play in the out-of-doors.

"What is there to eat?" calls Bob, long, slim and brown, as he dashes in the front door with his tennis racquet.

The housewife knows it isn't any use to make a mental inventory of what's in the pantry, unless it's something that's all ready to eat. Bob has just come in from the courts, but he's on the way for a swim, and he wants a hold-over.

## Items to Be Stocked

And he'll get one if the retail meat dealer has been up on his toes and helped the housewife to build up a hold-over shelf for just such emergency demands. He sells a wide variety of products in his store that can be used at just such moments—and the housewife can keep them in the pantry or the ice-box.

For the canned goods shelf there are corned beef, dried beef, frankfurters, hash, potted ham and many other canned meat products which are easily and quickly prepared and every ice-box should have some sliced sausage or ready-to-serve meats which can be quickly made into sandwiches or served as a cold plate.

With such "hold-over" supplies it is no problem for the housewife to fill up a golfing husband who returns from the club at 8 p. m. Or to help out Betty, who is having a hurry-up tea party. And there is no longer any need of that sinking feeling when people who were just "out riding" drop in unexpectedly for a visit just about meal-time.

In these days a part of the hold-over shelf may

## Meats Ready to Serve

### Dealer Can Build Up Summer Trade If He Stocks Meat Items Suitable For Housewife's "Hold-Over Shelf"

well be devoted to supplies for the cocktail hour. Many retail meat dealers now carry them, but few have sold them as related items.

A small shelf in the retail meat store can easily be converted into a cocktail display by covering it with red oil-cloth. Then place on it a few cocktail glasses, beer steins, cans of cocktail crackers, sandwich spreads, a plate of sliced sausage, perhaps made up into appetizers, and canned cocktail sausages.

A clever method of displaying the tiny cocktail sausage is to impale them on toothpicks stuck in a big red apple. Surround the apple with tiny pretzels and cut slices of sausage and ready-to-serve meats. Show this plate of samples on the counter and offer them to the customers. They will be glad of the suggestion and sausage sales will climb.

Housewives will remember, and will continue to patronize the retail meat dealer who helps them with their food problems, and who saves them awk-

ward moments when unexpected guests or food demands arise.

Every housewife likes to know how to make new appetizers and sausage sandwiches. Here are some new combinations developed by the National Organization of Sausage Manufacturers. Retailers will find them useful in suggesting methods of using sausage to housewives and increasing sausage sales and profits.

## New Sausage Appetizers

Sausage and Prune Appetizers—a prepared prune is placed between two small Vienna sausages and the whole appetizer skewered with a toothpick, then toasted under broiler.

Bologna and Liver Sausage slices—require  $\frac{3}{4}$  lb. of liver sausage, 4 tablespoons anchovy paste, 2 tablespoons mayonnaise and 5 slices of large bologna. Mash liver sausage. Mix anchovy paste with mayonnaise and spread the sliced bologna with the mixture, covering it with liver sausage. Repeat the process until the materials are all used. Place one on top of the other and set in refrigerator until cold.

## NEW MEAT RECIPE BOOK

Nutritiousness, variety and tastiness of the meat dishes which can be made from liver, heart, sweet breads, tongue, kidney and other specialties are stressed in "Let's Serve Something New," a recent publication of the Institute of American Meat Packers. The booklet contains 53 selected recipes and a general discussion of food elements found in each of these products.

It is pointed out that specialties are considered great delicacies by Europeans but that Americans are only beginning to realize their value. Careful preparation is necessary to secure attractive appearance and the finest flavor.



## SELL THEM SOMETHING READY TO SERVE.

Sausage, canned meats, spreads and other specialties are always good sellers in summertime, if the dealer has them ready, and can show the housewife how easy it is to have something in the house to offer unexpected visitors.

## RETAIL MEAT PRICES

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats, in mostly cash and carry stores. Compiled by the U. S. Bureau of Agricultural Economics. Prices are based on simple average of quotations received.

	NEW YORK			CHICAGO		
	May 31, 1935	May 31, 1934	May 31, 1933	May 31, 1935	May 31, 1934	May 31, 1933
<b>Beef:</b>						
Porterhouse steak	.50	.41	.36	.45	.34	.31
Sirloin steak	.43	.35	.31	.39	.30	.26
Round steak	.42	.32	.29	.35	.25	.22
Rib roast, 1st 6 cuts	.35	.26	.24	.31	.21	.20
Chuck roast	.27	.18	.16	.25	.15	.14
Plate beef	.17	.10	.09	.16	.09	.09
<b>Lamb:</b>						
Legs	.27	.27	.22	.26	.24	.20
Loins chops	.38	.40	.36	.35	.30	.28
Rib chops	.32	.37	.26	.32	.25	.25
Stewing	.12	.13	.08	.15	.13	.09
<b>Pork:</b>						
Chops, center cuts	.37	.26	.22	.36	.24	.19
Bacon, strips	.37	.25	.22	.35	.24	.19
Bacon, sliced	.42	.29	.26	.40	.29	.24
Hams, whole	.28	.21	.18	.26	.19	.15
Picnics, smoked	.23	.14	.11	.22	.14	.10
Lard	.20	.12	.11	.18	.10	.09
<b>Veal:</b>						
Cutlets	.44	.38	.35	.37	.30	.28
Loins chops	.37	.31	.29	.30	.25	.23
Rib chops	.32	.25	.24	.28	.21	.20
Stewing (breast)	.18	.12	.11	.15	.10	.08

## NEWS OF THE RETAILERS

Theodore Boltz has entered the meat business at 3182 24th st., San Francisco, Cal.

Ryan's Service Market has been opened at 1508 Traaval, San Francisco, Cal.

Theodore Prachinski has sold his meat business at 3609 E. 45th st., Seattle, Wash.

Evergreen Market has been opened at 375 High st., Salem, Ore., by G. A. and Lulu Fisher.

Shaeffer & Orth have sold their meat store in New Bloomfield, Pa., to Walter Ellerman and Frank Nesbit of Alinda.

Petit and Renkenberger meat market on N. Mantua st., Kent, O., was damaged by fire recently.

Plutis Quality Market has been opened in Verona, O., with new equipment.

G. M. Craemer store was opened recently in the L. C. Porter bldg., Fontana, Wis.

## AMONG NEW YORK RETAILERS

The forty-second annual convention of the New York State Association of Retail Meat Dealers, Inc., was held at the hotel New Yorker on June 9 and 10. Anto Hehn, New York, was re-elected president, while other officers for the ensuing year include Joseph Rossman, Brooklyn, chairman of the board; Max Haas, first vice president; Charles Glatz, Rochester, second vice president; Theodore Meyer, treasurer; Lester M. Kirschbaum, secretary; trustees: Leo Fleischmann, Joseph Maggio, Leo Kaiser, Frank Ruggiero and Charles Hembdt. In order to transact important business and lay plans for the future there were no social activities connected with the convention.

Ye Olde New York Branch held a regular membership meeting on June

## MAY FRESH MEAT PRICES COMPARED

Chicago Wholesale fresh meat prices for May, 1935, with comparisons:

	May, 1935	Apr., 1935	May, 1934
<b>BEEF.</b>			
<b>Steers—</b>			
300-500 lbs., Choice	\$18.34	\$18.35	\$11.38
Good	17.06	17.10	10.12
Medium	15.28	15.40	8.88
Common	13.36	13.45	7.97
500-600 lbs., Choice	18.48	18.40	11.38
Good	17.06	17.15	10.12
Medium	15.31	15.45	8.88
Common	13.62	13.45	7.97
600-700 lbs., Choice	19.28	18.90	12.00
Good	17.89	17.45	10.99
Medium	16.01	15.69	9.88
700 lbs. up, Choice	19.66	19.14	12.44
Good	18.31	17.70	11.44
Medium	14.38	13.72	8.22
Common	13.17	12.62	7.15
Cow—			
Common	11.77	11.46	6.13

<b>VEAL AND CALF CARCASSES.</b>			
<b>Veal—</b>			
Choice	14.48	14.38	10.48
Good	13.24	12.79	9.20
Medium	11.84	11.18	7.92
Common	10.59	10.00	6.92
<b>Calf—</b>			
Choice	14.48	14.38	10.48
Good	13.24	12.79	9.20
Medium	11.84	11.18	7.92
Common	10.59	10.00	6.92

<b>LAMB AND MUTTON.</b>			
<b>Spring lamb—</b>			
Choice	17.13	16.86	12.55
Good	16.48	16.80	12.26
Medium	15.39	15.48	11.87
<b>Lamb—</b>			
38 lbs. down, Choice	16.15	15.78	18.66
Good	15.20	14.79	17.68
Medium	14.30	13.81	16.64
Common	13.40	13.06	12.07
39-45 lbs., Choice	15.65	15.42	18.66
Good	14.85	14.44	17.66
Medium	13.98	13.64	16.64
Common	13.32	13.06	12.07
46-55 lbs., Choice	15.00	14.80	18.24
Good	14.15	13.94	17.04
<b>Mutton (ewe) 70 lbs. down:</b>			
Good	10.50	10.50	9.34
Medium	9.50	9.50	7.64
Common	8.50	8.50	6.18

<b>FRESH PORK.</b>			
<b>Hams, 10-14 lbs. avg.</b>	18.55	17.74	12.06
<b>Loins, 8-10 lbs. avg.</b>	22.64	21.36	12.48
10-12 lbs. avg.	22.07	21.08	12.48
12-15 lbs. avg.	20.64	19.59	11.47
16-22 lbs. avg.	18.80	17.79	10.67
<b>Shoulders, N. Y. style, skinned, 8-12 lbs. avg.</b>	17.32	16.95	8.47
<b>Picnics, 6-8 lbs. avg.</b>	17.32	16.95	8.47
<b>Butts, Boston style, 4-8 lbs. avg.</b>	21.18	20.46	10.69
<b>Spareribs, half sheet</b>	13.05	12.81	6.00

<b>NEW YORK</b>			
<b>Steers—</b>			
Choice	\$14.13	\$14.38	\$8.79
Good	11.86	12.30	6.91
Medium	9.86	10.10	5.84
<b>Lambs—</b>			
Choice	7.78	8.31	8.60
Good	7.41	7.91	8.28
Medium	7.04	7.60	7.74
<b>Hogs—</b>			
Good	9.51	9.11	3.64

<b>CHICAGO</b>			
<b>Steers—</b>			
Choice	\$19.60	\$19.75	\$12.79
Good	18.15	18.28	11.83
Medium	15.53	16.29	10.01
<b>Lambs—</b>			
Choice	16.77	16.56	20.01
Good	15.85	15.70	18.95
Medium	14.87	14.89	17.59
<b>Hogs—</b>			
Good	21.26	20.62	13.10

<b>NEW YORK</b>			
<b>Steers—</b>			
Choice	\$36.40	\$35.71	\$28.04
Good	32.32	31.88	23.32
Medium	27.35	24.63	19.06
<b>Lambs—</b>			
Choice	27.74	28.12	29.35
Good	23.81	23.59	25.08
Medium	21.45	20.73	21.39
<b>Hogs—</b>			
Good	26.76	26.06	17.09

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Medium	7.04	7.60	7.74
<b>Hogs—</b>			
Good	9.51	9.11	3.64

<b>NEW YORK</b>			
<b>Steers—</b>			
Choice	\$14.13	\$14.38	\$8.79
Good	11.86	12.30	6.91
Medium	9.86	10.10	5.84
<b>Lambs—</b>			
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New York Wholesale fresh meat prices for May, 1935, with comparisons:

	May, 1935	Apr., 1935	May, 1934
<b>BEEF.</b>			
<b>Steers—</b>			
300-500 lbs., Choice	\$18.94	\$19.16	\$12.57
Good	17.35	17.94	11.47
Medium	15.20	16.22	9.90
Common	13.14	14.19	7.97
500-600 lbs., Choice	19.23	19.22	12.72
Good	17.75	18.06	11.78
Medium	15.53	16.29	10.01
Common	13.51	14.40	7.97
600-700 lbs., Choice	19.60	19.75	12.70
Good	18.15	18.28	11.83
Medium	16.05	16.56	10.07
700 lbs. up, Choice	19.97	19.91	13.15
Good	18.54	18.66	12.02
Medium	14.80	14.94	9.86
Common	13.30	13.76	8.60
Cow—			
Common	11.80	12.52	6.99

<b>VEAL AND CALF CARCASSES.</b>			
<b>Veal—</b>			



# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS

Carcass Beef.		
Prime native steers—	Week ended June 20, 1935.	Cor. week, 1934.
400-600	18 1/2 @ 19 1/2	12 @ 12 1/2
600-800	18 1/2 @ 19 1/2	11 @ 11 1/2
800-1000	18 1/2 @ 19	13 1/2 @ 14
Good native steers—		
400-600	16 1/2 @ 17 1/2	10 1/2 @ 11 1/2
600-800	16 1/2 @ 17 1/2	11 @ 11 1/2
800-1000	17 @ 18	12 @ 12 1/2
Medium native steers—		
400-600	15 @ 16	9 1/2 @ 10 1/2
600-800	16 @ 16 1/2	10 1/2 @ 11
800-1000	16 1/2 @ 17	11 1/2 @ 12
Heifers, good, 400-600	15 @ 16 1/2	10 1/2 @ 11 1/2
Cows, 400-600	10 @ 13	6 1/2 @ 8
Hind quarters, choice	23 @ 23	16 @ 16
Fore quarters, choice	15 @ 15	10 @ 10

### Beef Cuts.

Steer loins, prime	unquoted	unquoted
Steer loins, No. 1	@ 35 1/2	@ 31
Steer loins, No. 2	@ 30 1/2	@ 29
Steer short loins, prime	unquoted	unquoted
Steer short loins, No. 1	@ 48 1/2	@ 42
Steer short loins, No. 2	@ 39 1/2	@ 39
Steer loin ends (hips)	@ 23 1/2	@ 20
Steer loin ends, No. 2	@ 23 1/2	@ 20
Cow loins	@ 23 1/2	@ 16
Cow short loins	@ 29 1/2	@ 20
Cow loin ends (hips)	@ 18 1/2	@ 12
Steer ribs, prime	unquoted	unquoted
Steer ribs, No. 1	@ 23 1/2	@ 19
Steer ribs, No. 2	@ 18	@ 15
Cow ribs, No. 1	@ 17 1/2	@ 10
Cow ribs, No. 2	@ 12 1/2	@ 9
Steer rounds, prime	unquoted	unquoted
Steer rounds, No. 1	@ 18	@ 13
Steer rounds, No. 2	@ 17 1/2	@ 12 1/2
Steer chuck, prime	unquoted	unquoted
Steer chuck, No. 1	@ 14	@ 8 1/2
Steer chuck, No. 2	@ 13 1/2	@ 8
Cow rounds	@ 14	@ 9
Cow chucks	@ 12	@ 6 1/2
Steer plates	@ 13 1/2	@ 6
Medium plates	@ 13	@ 6
Briskets, No. 1	@ 17 1/2	@ 10
Steer navel ends	@ 11 1/2	@ 4
Cow navel ends	@ 9	@ 4
Fore shanks	@ 9 1/2	@ 5
Hind shanks	@ 4 1/2	@ 4
Strip loins, No. 1	@ 65	@ 65
Strip loins, No. 2	@ 62	@ 62
Sirloin butts, No. 1	@ 29 1/2	@ 22
Sirloin butts, No. 2	@ 23 1/2	@ 18
Beef tenderloins, No. 1	@ 75	@ 85
Beef tenderloins, No. 2	@ 65	@ 65
Rump butts	@ 14 1/2	@ 18
Flank steaks	@ 22	@ 18
Shoulder clods	@ 14 1/2	@ 8 1/2
Hanging tenderloins	@ 13 1/2	@ 6
Insides, green, 56 1/2 lbs.	@ 15 1/2	@ 10
Outsides, green, 56 1/2 lbs.	@ 14	@ 8
Knuckles, green, 56 1/2 lbs.	@ 15 1/2	@ 8 1/2

### Beef Products.

Brains (per lb.)	@ 8	@ 5
Hearts	@ 12 1/2	@ 5
Tongues	@ 21	@ 17
Sweetbreads	@ 30	@ 19
Ox-tail, per lb.	@ 10	@ 5
Fresh tripe, plain	@ 10	@ 4
Fresh tripe, H. C.	@ 12 1/2	@ 8
Livers	@ 20	@ 13
Kidneys, per lb.	@ 10 1/2	@ 8

### Veal.

Choice carcass	14 @ 15	9 @ 10
Good carcass	12 @ 13	7 @ 8
Good saddles	16 @ 17	10 @ 13
Good racks	10 @ 12	6 @ 8
Medium racks	8 @ 10	4 @ 5

### Veal Products.

Brains, each	@ 12	@ 7
Sweetbreads	@ 45	@ 35
Calf livers	@ 35	@ 35

### Lamb.

Choice lambs	@ 18	@ 19
Medium lambs	@ 16	@ 17
Choice saddles	@ 22	@ 21
Medium saddles	@ 20	@ 19
Choice fores	@ 16	@ 18
Medium fores	@ 14	@ 16
Lamb fries, per lb.	@ 25	@ 25
Lamb tongues, per lb.	@ 15	@ 12
Lamb kidneys, per lb.	@ 20	@ 25

### Mutton.

Heavy sheep	@ 8	@ 4
Light sheep	@ 10	@ 7
Heavy saddles	@ 12	@ 5
Light saddles	@ 13	@ 9
Heavy fores	@ 7	@ 3
Light fores	@ 6	@ 3
Mutton legs	@ 14	@ 10
Mutton loins	@ 10	@ 8
Mutton stew	@ 8	@ 4
Sheep tongues, per lb.	@ 12 1/2	@ 12
Sheep heads, each	@ 14	@ 10

## Fresh Pork, Etc.

Pork loins, 8 @ 10 lbs. av.	@ 24	@ 16
Picnic shoulders	@ 16 1/2	@ 10
Shinned shoulders	@ 17 1/2	@ 11
Tenderloins	@ 35	@ 23
Spare ribs	@ 12	@ 6 1/2
Back fat	@ 15	@ 8
Boston butts	@ 22	@ 13
Boneless butts, cellar trim, 2 @ 4	@ 25	@ 17
Hocks	@ 12	@ 6 1/2
Tails	@ 11	@ 5
Neck bones	@ 5	@ 2
Slip bones	@ 11	@ 5
Blade bones	@ 12	@ 7
Pigs' feet	@ 4	@ 1
Kidneys, per lb.	@ 6	@ 6
Livers	@ 11	@ 8
Brains	@ 10	@ 6
Ears	@ 5	@ 4
Snouts	@ 8	@ 5
Heads	@ 8	@ 5
Chitterlings	@ 5	@ 5

## DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@ 28 1/2	@ 28 1/2
Country style sausage, fresh in links	@ 22 1/2	@ 22 1/2
Country style sausage, fresh in bulk	@ 20 1/2	@ 20 1/2
Country style sausage, smoked	@ 24 1/2	@ 24 1/2
Frankfurters in sheep casings	@ 22 1/2	@ 22 1/2
Frankfurters in hog casings	@ 20 1/2	@ 20 1/2
Bologna in beef bungs, choice	@ 16 1/2	@ 16 1/2
Bologna in beef middles, choice	@ 17 1/2	@ 17 1/2
Liver sausage in beef rounds	@ 20 1/2	@ 20 1/2
Liver sausage in hog bungs	@ 20 1/2	@ 20 1/2
Head cheese	@ 19 1/2	@ 19 1/2
New England luncheon specialty	@ 25 1/2	@ 25 1/2
Minced luncheon specialty, choice	@ 20 1/2	@ 20 1/2
Tongue sausage	@ 27	@ 27
Blood sausage	@ 15	@ 15
Souse	@ 19 1/2	@ 19 1/2
Polish sausage	@ 18 1/2	@ 18 1/2

## DRY SAUSAGE

Cervelat, choice, in hog bungs	@ 40	@ 40
Thuringer cervelat	@ 22	@ 22
Farmer	@ 28	@ 28
Holsteiner	@ 28	@ 28
B. C. salami, choice, in hog bungs	@ 37	@ 37
Milano salami, choice, in hog bungs	@ 37	@ 37
B. C. salami, new condition	@ 22	@ 22
Frisesa, choice, in hog middles	@ 35	@ 35
Genoa style salami	@ 43	@ 43
Pepperoni	@ 33	@ 33
Mortadella, new condition	@ 23	@ 23
Capicola	@ 43	@ 43
Italian style hams	@ 35	@ 35
Virginia hams	@ 38	@ 38

## SAUSAGE MATERIALS

(F.O.B. CHICAGO, carlot basis.)

Regular pork trimmings	@ 14	@ 14
Special lean pork trimmings	@ 17 1/2	@ 17 1/2
Extra lean pork trimmings	@ 19	@ 19
Pork cheek meat	12 1/2 @ 13	12 1/2 @ 13
Pork hearts	8 1/2 @ 9	8 1/2 @ 9
Pork livers	@ 9	@ 9
Native boneless bull meat (heavy)	10 1/2 @ 11	10 1/2 @ 11
Boneless chucks	@ 9 1/2	@ 9 1/2
Shank meat	@ 10	@ 10
Beef trimmings	8 @ 9	8 @ 9
Beef cheeks (trimmings)	9 @ 9 1/2	9 @ 9 1/2
Dr. canner cows, 350 lbs. and up	@ 8	@ 8
Dressed cutter cows, 400 lbs. and up	@ 8 1/2	@ 8 1/2
Dr. bologna bulls, 600 lbs. and up	@ 18 1/2	@ 18 1/2
Pork tongues, canner trim, S. P.	@ 18 1/2	@ 18 1/2

## SAUSAGE IN OIL

Bologna style sausage in beef rounds—		
Small tins, 2 to crate	\$6.50	
Large tins, 1 to crate	7.25	
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate	7.50	
Large tins, 1 to crate	8.25	
Smoked link sausage in hog casings—		
Small tins, 2 to crate	6.75	
Large tins, 1 to crate	7.50	

## BARRELED PORK AND BEEF

Mess pork, regular	@ 33.00	@ 33.00
Family back pork, 24 to 34 pieces	@ 32.50	@ 32.50
Family back pork, 35 to 45 pieces	@ 32.00	@ 32.00
Clear back pork, 40 to 50 pieces	@ 33.00	@ 33.00
Clear plate pork, 25 to 35 pieces	@ 27.00	@ 27.00
Bean pork	@ 31.00	@ 31.00
Brisket pork	@ 37.00	@ 37.00
Plate beef	@ 27.00	@ 27.00
Extra plate beef, 200 lb. bbls.	@ 28.00	@ 28.00

## VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	15.50	
Lamb tongue, short cut, 200-lb. bbl.	40.00	
Regular tripe, 200-lb. bbl.	20.00	
Honeycomb tripe, 200-lb. bbl.	25.00	
Pocket honeycomb tripe, 200-lb. bbl.	28.00	

## DRY SALT MEATS

Clear bellies, 18 @ 20 lbs.	@ 17 1/2	@ 17 1/2
Clear bellies, 14 @ 16 lbs.	@ 17 1/2	@ 17 1/2
Rib bellies, 25 @ 30 lbs.	@ 17 1/2	@ 17 1/2
Fat backs, 10 @ 12 lbs.	@ 13	@ 13
Fat backs, 14 @ 16 lbs.	@ 14 1/2	@ 14 1/2
Regular plates	@ 14 1/2	@ 14 1/2
Jowl butts	@ 14 1/2	@ 14 1/2

## WHOLESALE SMOKED MEATS

Fancy reg. hams, 14 @ 16 lbs.	22 @ 23	22 @ 23
Fancy skd. hams, 14 @ 16 lbs.	23 @ 24	23 @ 24
Standard reg. hams, 14 @ 16 lbs.	21 1/2 @ 22	21 1/2 @ 22
Picnics, 4 @ 8 lbs., short shank, plain	19 1/2 @ 20 1/2	19 1/2 @ 20 1/2
Picnics, 4 @ 8 lbs., long shank, plain	19 @ 20	19 @ 20
Fancy bacon, 6 @ 8 lbs., parchment paper	23 1/2 @ 24 1/2	23 1/2 @ 24 1/2
Standard bacon, 6 @ 8 lbs., plain	24 1/2 @ 25 1/2	24 1/2 @ 25 1/2
No. 1 beef ham sets, smoked—		
Insides, 8 @ 12 lbs.	27 @ 28	27 @ 28
Outsides, 5 @ 9 lbs.	22 @ 23	22 @ 23
Knuckles, 5 @ 9 lbs.	24 @ 25	24 @ 25
Cooked hams, choice, skin on, fattened	23 1/2 @ 24 1/2	23 1/2 @ 24 1/2
Cooked hams, choice, skinless, fattened	23 @ 24	23 @ 24
Cooked picnics, skin on, fattened	23 @ 24	23 @ 24
Cooked picnics, skinless, fattened	22 1/2 @ 23 1/2	22 1/2 @ 23 1/2
Cooked loin roll, smoked	41	41

## LARD

Prime steam, cash, Bd. Trade	@ \$13.00	@ \$13.00
Prime steam, loose, Bd. Trade	@ 13.87 1/2	@ 13.87 1/2
Refined lard, tierces, f.o.b. Chgo.	@ 15 1/2	@ 15 1/2
Kettle rend., tierces, f.o.b. Chgo.	@ 15 1/2	@ 15 1/2
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ 16 1/2	@ 16 1/2
Neutral, in tierces, f.o.b. Chicago	@ 17	@ 17
Compound, vegetable, tierces, c.s.f.	@ 13	@ 13

## OLEO OIL AND STEARINE

Extra oleo oil	12 @ 12 1/2	12 @ 12 1/2
Prime No. 2 oleo oil	11 @ 11 1/2	11 @ 11 1/2
Prime oleo stearine, edible	9 @ 9 1/2	9 @ 9 1/2

## TALLOW AND GREASES

Edible tallow, under 1% acid, 43 titre	7 1/2 @ 8	7 1/2 @ 8
Prime packers' tallow	7 @ 7 1/2	7 @ 7 1/2
No. 1 tallow, 10% f.f.a.	6 1/2 @ 6 3/4	6 1/2 @ 6 3/4
Special tallow	6 1/2 @ 6 3/4	6 1/2 @ 6 3/4
Choice white grease	7 1/2 @ 8	7 1/2 @ 8
A-White grease	6 1/2 @ 6 3/4	6 1/2 @ 6 3/4
B-White grease maximum 5% acid	6 1/2 @ 6 3/4	6 1/2 @ 6 3/4
Yellow grease, 10 @ 15%	5 1/2 @ 6	5 1/2 @ 6
Brown grease, 40% f.f.a.	5 1/2 @ 6	5 1/2 @ 6

## ANIMAL OILS

Prime edible	@ 16 1/2	@ 16 1/2
Prime inedible	@ 13	@ 13
Headlight	@ 13	@ 13
Prime W. S.	@ 12 1/2	@ 12 1/2
Extra W. S.	@ 13 1/2	@ 13 1/2
Extra lard oil	@ 12	@ 12
Extra No. 1	@ 11 1/2	@ 11 1/2
No. 2 lard oil	@ 11	@ 11
Acidless tallow	@ 10 1/2	@ 10 1/2
20% neatfoot	@ 10 1/2	@ 10 1/2
Pure neatfoot	@ 12 1/2	@ 12 1/2
Special neatfoot	@ 12 1/2	@ 12 1/2
Extra neatfoot	@ 11 1/2	@ 11 1/2
No. 1 neatfoot	@ 11 1/2	@ 11 1/2

Oil weighs 7 1/4 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

## VEGETABLE OILS

Crude cottonseed oil in tanks, f.o.b.		
Valley points, prompt	9 @ 9 1/2	9 @ 9 1/2
White, deodorized, in bbls., f.o.b. Chgo.	11 1/2 @ 12	11 1/2 @ 12
Yellow, deodorized	11 1/2 @ 12	11 1/2 @ 12
Soap stock, 50% f.f.a., f.o.b. mills	2 @ 2 1/2	2 @ 2 1/2
Corn oil, in tanks, f.o.b. mills	@ 9	@ 9
Soya bean oil, f.o.b. mills	8.25 @ 8.4	8.25 @ 8.4
Cocconut oil, seller's tanks, f.o.b. coast	4 @ 4 1/2	4 @ 4 1/2
Refined in bbls., f.o.b. Chicago	11 @ 11 1/2	11 @ 11 1/2

## OLEOMARGARINE

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	15 @ 16	15 @ 16
Nut, 1-lb. cartons, f.o.b. Chicago	@ 13 1/2	@ 13 1/2
Puff paste	@ 14 1/2	@ 14 1/2

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

## CURING MATERIALS

	Cwt.	Sacks.
Nitrite of soda (Chgo. warehouse stock):		
1 to 4 bbls. delivered.....	\$9.10	
5 or more bbls. delivered.....	8.95	
Salt peter, 1 to 4 bbls. f.o.b. N. Y.:		
Dbf. refined granulated.....	6.25	6.15
Small crystals.....	7.25	7.15
Medium crystals.....	7.50	7.40
Large crystals.....	8.00	7.75
Dbf. refd. gran. nitrate of soda.....	3.62 1/2	3.25
Salt per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:		
Granulated.....	\$ 6.996	
Medium, air dried.....	9.496	
Medium, kiln dried.....	10.996	
Rock.....	6.782	
Sugar—		
Raw sugar, 96 basis, f.o.b. New Or-		
leans.....	@3.45	
Second sugar, 90 basis.....	none	
Standard gran., f.o.b. refiners (2%)..		
Packers' curing sugar, 100 lb. bags,		
f.o.b. Reserve, La., less 2%.....	@4.75	
Packers' curing sugar, 250 lb. bags,		
f.o.b. Reserve, La., less 2%.....	@4.65	

## SPICES

(Basis Chicago, original bbls., bags or bales).	Whole.	Ground.
Allspice Prime.....	7	8 1/2
Resifted.....	7 1/2	9
Chili Pepper, Fancy.....	23 1/2	23
Chili Powder, Fancy.....	23	23
Cloves, Amoyana.....	23	23
Madagascar.....	13	13
Zanzibar.....	14	17
Ginger, Jamaica.....	18	20 1/2
African.....	9 1/2	11 1/2
Mace, Fancy Banda.....	65	70
East India.....	60	65
E. I. & W. I. Blend.....	60	65
Mustard Flour, Fancy.....	15	15
No. 1.....	15	15
Nutmegs, Fancy Banda.....	23 1/2	23 1/2
East India.....	19 1/2	19 1/2
E. I. & W. I. Blend.....	19 1/2	19 1/2
Paprika, Extra Fancy.....	24	24
Fancy.....	23	23
Hungarian.....	27	27
Pepina Sweet Red Pepper.....	26 1/2	26 1/2
Pepper, Cayenne.....	22	22
Red Pepper No. 1.....	16 1/2	16 1/2
Pepper, Black Aleppo.....	10	11 1/2
Black Lampong.....	8 1/2	10
Black Tellicherry.....	11 1/2	13
White Java Muntok.....	16	17 1/2
White Singapore.....	15 1/2	17
White Packers.....	16	16

## SEEDS AND HERBS

	Ground for	
	Whole.	Sausage.
Caraway Seed .....	9	11
Celery Seed .....	37	42
Cuminos Seed .....	15	18
Coriander Morocco Bleached .....	7 1/2	8
Coriander Morocco Natural No. 1 ..	6	8
Mustard Seed, Cal. Yellow .....	11	13
American .....	8 1/2	10 1/2
Marjoram, French .....	32	36
Oregano .....	11	14
Sage, Dalmation Fancy .....	7	9
Dalmation No. 1 Fancy .....	6 1/2	8 1/2

## SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)	
Beef Casings:	
Domestic rounds, 180 pack.....	@28
Domestic rounds 140 pack.....	@38
Export rounds, wide.....	@52 1/2
Export rounds, medium.....	@38
Export rounds, narrow.....	@38
No. 1 weasands.....	@05
No. 2 weasands.....	@03
No. 1 bungs.....	@12
No. 2 bungs.....	@07
Middles, regular.....	@50
Middles, select, extra wide, 2 1/2 in. and over.....	.85
Dried bladders:	
12-15 in. wide, flat.....	1.00
10-12 in. wide, flat.....	.80
8-10 in. wide, flat.....	.60
6-8 in. wide, flat.....	.25
Hog casings:	
Narrow, per 100 yds.....	2.60
Narrow, special, per 100 yds.....	2.25
Medium, regular.....	2.15
Wide, per 100 yds.....	1.75
Extra wide, per 100 yds.....	1.80
Export bungs.....	.28
Large prime bungs.....	.21
Medium prime bungs.....	.15
Small prime bungs.....	.10
Middles, per set.....	.17
Stomachs.....	.08

## COOPERAGE

Ash pork barrels, black iron hoops.....	\$1.35 @1.37 1/2
Oak pork barrels, black iron hoops.....	1.25 @1.27 1/2
Ash pork barrels, galv. iron hoops.....	1.42 1/2 @1.45
Oak pork barrels, galv. iron hoops.....	1.32 1/2 @1.35
White oak lard tierces.....	2.12 1/2 @2.15
Red oak lard tierces.....	1.87 1/2 @2.00
White oak lard tierces.....	

# NEW YORK MARKET PRICES

## LIVE CATTLE

Steers, medium, 1,550-lb.....	@10.00
Bulls.....	\$ 5.00 @ \$ 6.50
Cows, common and medium.....	5.50 @ 7.00
Cows, cutter and low cutter.....	4.00 @ 5.25

## LIVE CALVES

Vealers, good to choice.....	\$ 9.00 @ \$10.00
Vealers, medium.....	7.00 @ 8.50
Vealers, cull and common.....	4.00 @ 6.50

## LIVE LAMBS

Lambs, choice.....	@ \$ 9.75
Lambs, good.....	\$ 9.25 @ 9.50
Ewes.....	\$ 4.00 down

## LIVE HOGS

Hogs, desirable, 156-lb. average.....	@ \$10.00
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## DRESSED BEEF

### City Dressed.

Choice, native, heavy.....	.19 @20
Choice, native, light.....	.19 @20
Native, common to fair.....	.16 @17

### Western Dressed Beef.

Native steers, 600 @ 800 lbs.....	.19 @20
Native choice yearlings, 440 @ 600 lbs.....	.18 @19
Good to choice heifers.....	.17 @18
Good to choice cows.....	.16 @17
Common to fair cows.....	.14 @15
Fresh bologna bulls.....	.11 @12

## BEEF CUTS

	Western.	City.
No. 1 ribs.....	.24 @26	.25 @27
No. 2 ribs.....	.22 @23	.23 @24
No. 3 ribs.....	.18 @20	.19 @22
No. 1 loins.....	.30 @32	.32 @36
No. 2 loins.....	.26 @28	.28 @30
No. 3 loins.....	.22 @24	.22 @24
No. 1 hinds and ribs.....	.21 @24	.22 @25
No. 2 hinds and ribs.....	.19 @21	.20 @22
No. 1 rounds.....	.18 @19	.18 @19
No. 2 rounds.....	.17 @18	.17 @18
No. 3 rounds.....	.15 @16	.16 @17
No. 1 chucks.....	.17 @18	.17 @18
No. 2 chucks.....	.16 @17	.16 @17
No. 3 chucks.....	.14 @15	.15 @16
Bolognas.....	.12 @13	.12 @13
Rolls, reg. 6 @ 8 lbs. avg.....	.23 @25	.23 @25
Rolls, reg. 4 @ 6 lbs. avg.....	.18 @20	.18 @20
Tenderloins, 4 @ 6 lbs. avg.....	.50 @60	.50 @60
Tenderloins, 5 @ 6 lbs. avg.....	.50 @60	.50 @60
Shoulder clods.....	.12 @14	.12 @14

## DRESSED VEAL

Good.....	.15 @16
Medium.....	.14 @15 1/2
Common.....	.11 up

## DRESSED SHEEP AND LAMBS

Spring lambs.....	.17 1/2 @18 1/2
Lambs, prime to choice.....	.16 1/2 @17 1/2
Lambs, good.....	.15 1/2 @16 1/2
Lambs, medium.....	.12 up
Sheep, good.....	.10 @11
Sheep, medium.....	.8 @10

## DRESSED HOGS

Hogs, good to choice.....	\$17.25 @ \$17.50
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## FRESH PORK CUTS

Pork loins, fresh, Western, 10 @ 12 lbs.....	.22 @23
Pork tenderloins, fresh.....	.35 @40
Pork tenderloins, frozen.....	.30 @32
Shoulders, Western, 10 @ 12 lbs. avg.....	.18 @19
Butts, boneless, Western.....	.22 @23
Butts, regular, Western.....	.21 @22
Hams, Western, fresh, 10 @ 12 lbs. avg.....	.20 @21
Picnic hams, Western, fresh, 6 @ 8 lbs. avg.....	.17 @17
Pork trimmings, extra lean.....	.21 @22
Pork trimmings, regular 50% lean.....	.16 @17
Spareribs.....	.13 @14

## SMOKED MEATS

Regular hams, 8 @ 10 lbs. avg.....	.24 @25
Regular hams, 10 @ 12 lbs. avg.....	.23 @24
Regular hams, 12 @ 14 lbs. avg.....	.22 1/2 @23 1/2
Skinless hams, 10 @ 12 lbs. avg.....	.24 1/2 @25 1/2
Skinless hams, 12 @ 14 lbs. avg.....	.24 @25
Skinless hams, 16 @ 18 lbs. avg.....	.23 @24
Skinless hams, 18 @ 20 lbs. avg.....	.22 @23
Picnics, 4 @ 6 lbs. avg.....	.19 1/2 @20
Picnics, 6 @ 8 lbs. avg.....	.19 @20
City pickled bellies, 8 @ 12 lbs. avg.....	.23 @25
Bacon, boneless, Western.....	.30 @31
Bacon, boneless, city.....	.29 @30
Rollettes, 8 @ 10 lbs. avg.....	.23 @24
Beef tongue, light.....	.22 @23
Beef tongue, heavy.....	.25 @27

## FANCY MEATS

Fresh steer tongues, untrimmed.....	15c a pound
Fresh steer tongues, l. c. trim'd.....	35c a pound
Sweetbreads, beef.....	70c a pair
Sweetbreads, veal.....	15c a pound
Beef kidneys.....	3c each
Mutton kidneys.....	27c a pound
Livers, beef.....	16c a pound
Oxtails.....	25c a pound
Beef hanging tenders.....	10c a pair
Lamb fries.....	

## BUTCHERS' FAT

Shop fat.....	@2.25 per cwt.
Breast fat.....	@2.75 per cwt.
Edible suet.....	@4.75 per cwt.
Inedible suet.....	@3.25 per cwt.

## GREEN CALFSKINS

	5-9 0 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals.....	.15	2.10	2.20	2.25
Prime No. 2 veals.....	.14	1.95	2.05	2.10
Buttermilk No. 1.....	.12	1.80	1.90	1.95
Buttermilk No. 2.....	.11	1.70	1.80	1.85
Branded grubby.....	8	1.15	1.25	1.30
Number 3.....	8	1.15	1.25	1.30

## BONES, HOOF AND HORNS

Round shin bones, avg., 48 to 50 lbs., per 100 pieces.....	75.00 @ 85.00
Flat shin bones, avg., 40 to 45 lbs., per 100 pieces.....	@ 65.00
Black or striped hocks, per ton.....	45.00 @ 50.00
White hocks, per ton.....	@100.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces.....	@ 70.00
Horns, according to grade.....	75.00 @ 200.00

## PRODUCE MARKETS

	Chicago.	New York.
BUTTER.		
Creamery (92 score).....	@23 1/2	23 1/2 @24
Creamery (90-91 score).....	22 1/2 @22 1/2	
Creamery firsts (88-89 score).....	.21 1/2 @22	
EGGS.		
Extra firsts.....	22 1/2 @23	
Firsts (fresh).....	22 1/2 @22 1/2	24 1/2 @23 1/2
Standards.....		24 1/2 @23 1/2
LIVE POULTRY.		
Fowls.....	.11 @18	18 @20
Broilers.....	.13 1/2 @20	16 @24
Fryers.....	.18 @21	
Spring.....	.20 @23	
Turkeys.....	.12 @17	10 @18
Ducks.....	.11 @16	9 @12
Geese.....	.6 @8	8 @9
DRESSED POULTRY.		
Fryers, 31-42, frozen.....	.21 @22 1/2	22 @23 1/2
Roasters, 43-54, frozen.....	.25 @27	26 @28
Roasters, 55 & up, frozen.....	.28 @28 1/2	29 @29 1/2
Fowls, 31-47.....	.16 1/4 @18 1/2	17 1/4 @19 1/2
48-50.....	.19 1/4 @20	20 1/4 @21
60 and up.....	.18 1/4 @20 1/2	19 1/4 @21 1/2

## BUTTER AT FIVE MARKETS

Wholesale prices of 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended June 13, 1935:

	7	8	10	11	12	13
Chicago.....	.24	.24	.24	.23 1/2	.23 1/2	.23 1/2
New York.....	.25 1/2	.25	.24 1/2	.24	.24 1/2	.24 1/2
Boston.....	.26 1/2	.26	.25 1/2	.25	.25 1/2	.25 1/2
Phila.....	.26 1/2	.26	.25 1/2	.25	.25 1/2	.25 1/2
San Fran.....	.27	.27	.27	.27	.27	.27

Wholesale prices carlots—fresh centralized carlots—90 score at Chicago:

	24 1/2	24	23 1/2	23 1/2	23 1/2
--	--------	----	--------	--------	--------

Cold storage movement (lbs.):

	This week.	Last week.	Last year.	Since Jan. 1, 1935.
Chicago.....	75,849	69,132	60,743	1,310,020
N. Y.....	64,461	57,371	62,299	1,468,423
Boston.....	22,927	22,251	19,596	541,834
Phila.....	21,334	24,900	22,000	520,384
Total.....	184,571	173,654	164,737	3,838,661
Receipts of butter by cities (tubs):				
	In June 13.	Out June 13.	On hand June 14.	Same week day last year.
Chicago.....	717,118	19,080	15,667,509	10,300,174
N. Y.....	516,164	262,137	9,013,951	2,585,086
Boston.....	138,373	5,792	2,039,550	1,545,702
Phila.....	130,672	8,400	2,737,050	2,515,833
Total.....	1,502,317	295,409	29,458,060	16,956,745

# CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Men Wanted

### Working Sausage Foreman

Wanted, experienced working foreman for sausage department. Must know full line and be able to handle men. Give experience and references. State salary expected. W-946, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Manager

Wanted manager for small southwestern packing plant. Not merely a sales manager or superintendent or office man, but one who can accomplish all these things and make money. If you can show a profit made during the last five years and are strictly sober and reliable, address W-940, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Partner Wanted

Wanted, expert sausage maker as a partner. One who is willing to make investment. Must be thoroughly experienced in making all types of quality sausage. W-947, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Illinois.

### Opportunity for Sausagemaker

Well established packer in town of over half million wants to go into sausage business. Will lease space to sausage maker, then sell and distribute his products. W-948, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Position Wanted

### Working Sausage Foreman

with thorough practical experience manufacturing fancy and standard line of sausage, American salami, meat loaves, etc., desires position with house needing man to keep up good trade or build up poor one. Entirely familiar with regular and latest cures and methods. Growing connection desired. W-938, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

### Packhouse Executive

Will consider following positions: Manager, superintendent, assistant, adviser, efficiency, general or production foreman, curing expert. Experience, ability, confidence and expert knowledge of maximum production qualifies me to produce first-class products at minimum cost. Can eliminate your troubles, worries, losses. W-934, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

### Pork Superintendent

Thirty years' experience hog killing and cutting, pork trimming, pork packing and specializing in curing cellars. Can furnish A-1 references as to character and ability. W-924, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Sausagemaker

Position wanted by sausage maker with long experience producing quality sausage and meat products. Capable of taking charge of curing and smoking department. References. W-944, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

## Position Wanted

### Superintendent

Want position as superintendent. Practical experience covering beef and pork, killing, cutting, curing, etc. Can produce results with least labor cost. Will go anywhere. Can furnish references from past employers. W-945, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Dry Rendering Man

Position wanted by man experienced in dry rendering system. Can handle packinghouse offal, blood and dead stock. Expert horse skinner. W-939, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Working Sausage Foreman

Expert sausage maker with 20 years' experience seeks position. Can produce highest quality sausage and loaves of all kinds. Specializes in German style sausage and Canadian bacon. Also experienced in latest cures and methods. Can handle any size sausage plant. Now employed. W-942, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Sausage Foreman

Sausage expert with knowledge and experience on all kinds of sausage and specialties is available. Has worked as foreman in large packing plants for many years. This experience means profits for you. Expert on costs. W-913, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Working Sausage Foreman

Up-to-date sausage maker with 20 years' experience in sausage manufacturing, in both U. S. and Europe. Ability to make complete line of quality sausage, loaves, summer sausage, etc., from any materials and fully capable of giving satisfactory results. Age 35. Good references. Go anywhere. W-936, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

### Sausagemaker

Experienced sausage maker and chopper, 20 years of age, wants steady position. Hard worker. Michigan or northern part of Wisconsin preferred. Please indicate salary. W-932, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

### Sausagemaker

Well experienced sausage maker wishes to make change with good firm. Willing to go anywhere. W-930, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Plants for Sale

### Sausage Factory for Sale

Splendid opportunity to buy well-established business with reputation for its sausage products. Must sell on account of failing health necessitating change to different climate. Price reasonable for quick sale. FS-928, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Equip. Wanted & for Sale

### Retorts and Trucks

Wanted, several horizontal retorts and trucks. State age, condition and price. W-941, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Rendering Machinery

For sale, one 15-hp. Mitts & Merrill hog; 1 crackling press, 16 by 18 curb; six 80-gallon, cast-iron kettles; one 5-hp. and one 15-hp. single-phase, 220-volt motors. FS-949, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Used Abattoir Equipment

Wanted,  
1 Beef bleeding rail hoist complete  
1 Knocking pen  
1 Beef Hoist  
1 Beef Spreader  
2 Track Scales  
1 Electric scalding and scraping tripe machine  
Also floor trucks, racks and miscellaneous equipment for complete killing floor requirements. Write condition of equipment, full particulars and lowest price.  
P. O. Box 407, Cornwall-on-Hudson, New York.

### Equipment for Sale

MACHINERY BARGAINS: 3—Mechanical Mfg. Meat Mixers, 1—M. & M. Hog, 1—Lard Filter Press, 2—Steam Tube Dryers, 6' x 35', 5—Cooking Kettles. Miscellaneous: Lard Rolls, Cutters, Rendering Tanks, Hammer Mills, Ice Machines, Boilers, Pumps, etc.

What Idle Machinery have you for sale?

CONSOLIDATED  
PRODUCTS COMPANY, INC.  
14-19 Park Row, New York City

Are you looking for a position?  
Let The National Provisioner Want  
Ads. and one for you.

## GEO. H. JACKLE

### Broker

Tankage, Blood, Bones  
Cracklings, Bonemeal  
Hoof and Horn Meal

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New York City



# UNITED DRESSED BEEF COMPANY J. J. HARRINGTON & COMPANY City Dressed Beef, Lamb and Veal, Poultry

Oleo Oils  
Stearine  
Tallows

Stock Foods  
Calf Heads  
Cracklings

Pulled Wool  
Pickled Skins  
Packer Hides

Calf Skins  
Horns  
Cattle Switches

**Selected Beef and Sheep Casings**  
**NEW YORK CITY**

43rd & 44th Streets  
First Ave. and East River

Telephone  
Murray Hill 4-2900

Phone Gramercy 3665

## Schweisheimer & Fellerman

Importers and Exporters of  
**SAUSAGE CASINGS**

Selected Hog and Sheep Casings a Specialty  
Ave. A, cor. 20th St. New York, N. Y.

## Harry Levi & Company, Inc.

Importers and Exporters of

### Sausage Casings

625 Greenwich Street  
NEW YORK, N. Y.

723 West Lake Street  
CHICAGO, ILL.

## TO SELL YOUR PRODUCTS

*in Great Britain*

communicate with

**STOKES & DALTON, LTD.**  
Leeds, 9 ENGLAND

## THE CUDAHY PACKING CO.

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### Selected Sausage Casings

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Chicago, U. S. A.

**MASSACHUSETTS IMPORTING COMPANY**  
*IMPORTERS and EXPORTERS*

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**QUALITY STRENGTH SERVICE**

NEW YORK, N.Y.  
276 Fifth Ave.

BOSTON, MASS.  
78-80 North St.

## Sheep - Beef - Hog CASINGS

HIGH QUALITY

PROMPT SERVICE

FAIR PRICES

## M. J. SALZMAN Co., Inc.

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Cable Masals, Liebers, Bentley Code

*"The Skins You Love to Stuff"*

## Early & Moor, Inc.

### SAUSAGE CASINGS

Exporters

139 Blackstone St.

Importers

Boston, Mass.

The Finest Tribute to  
**QUALITY**  
**PRODUCTS**

*"Casings  
by  
Mongolia"*

**MONGOLIA**  
**IMPORTING CO. INC.**

274 Water St., New York City

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*Straight and mixed cars*

**PORK | BEEF | LAMB | MUTTON | VEAL**

Mixed carlots of  
**Beef, Veal, Bull Sausage Materials**

boneless or straight carcass

Write or Wire for Quotations

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P. O. Box 5252

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*Straight and Mixed Cars  
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St. Louis

Shippers of Straight and Mixed Cars

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New York Office—259 W. 14th St.

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**Pork and Beef Packers**

**BLACKHAWK HAMS and BACON**

Straight and Mixed Cars of  
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**Waterloo, Iowa**

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NIAGARA BRAND

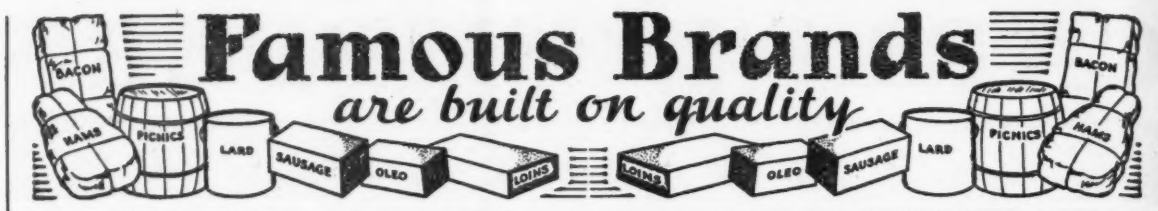
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SHIPPERS OF STRAIGHT AND MIXED CARS OF

**BEEF - PORK - SAUSAGE - PROVISIONS**

BUFFALO — OMAHA — WICHITA





14 Plants  
Strategically Located

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**Hams — Bacon**

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**Luncheon Meat**

*Pork*

*Beef*

*Veal*

*Lamb*

*Sausage Specialties*

**Hygrade Food Products Corporation**

30 Church St., New York City



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Hams  
Bacon  
Lard  
Delicatessen

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Price

Quality

Service

Chicago



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**BONELESS BEEF and VEAL**

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QUALITY**

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LARD  
DAISIES

SAUSAGES

**QUALITY Pork Products That SATISFY**



# *Improved* **HAM RETAINERS**

...

*The Users  
are the*  
**JUDGES**

**550 USERS** repeatedly ordering ANCO Ham Retainers proves that they have been "judged" and have been found to be the most satisfactory equipment for properly forming boiled hams. Continued improvements in design and construction have been made to give every User the most up-to-date Ham Retainer.



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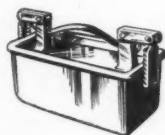
● ANCO Ham Retainers have always been known to be the simplest to operate, and the most economical to maintain. No mechanical press is necessary, as the above drawing illustrates. Durability added to the above features makes ANCO Ham Retainers a desirable equipment asset in any ham boiling department.

WRITE FOR FOLDER AND PRICES

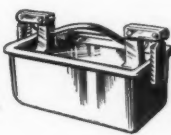
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New York, N. Y.

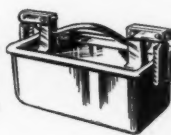
Western Office:  
111 Sutter Street  
San Francisco, Calif.



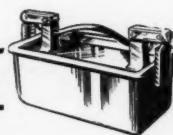
**MAKE**



**BETTER**



**HAMS**



# Why

## YOU SHOULD USE ATLAS GELATIN

The less evident the gelatin, the better the jellied meats.

That's the idea behind Atlas Gelatin.

For Atlas is a *specialized* gelatin, intended for one purpose only . . .  
making jellied meats.

That's why Atlas is

Transparent . . . . . so the meats can look their very best.

Tasteless . . . . . so that the true meat flavor is not  
obscured.

High Test . . . . . and because of this high jelly strength,  
it is economical to use.

In purity, Atlas meets all state and federal pure food regulations.

### Swift & Company

General Offices: Chicago

### GUARANTEE

If you are not 100% pleased with Atlas Gelatin . . . both as  
to results and economy . . . you may return it to us at our  
expense.



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